

LIBRARY
BUREAU OF THE CENSUS



Bureau of the Census
Library

1987
Census of
Wholesale Trade

WC87-A-42

GEOGRAPHIC AREA SERIES

South Dakota



U.S. Department of Commerce
BUREAU OF THE CENSUS

BUREAU OF THE CENSUS
LIBRARY

ACKNOWLEDGMENTS

Many persons participated in the various activities of the 1987 Census of Wholesale Trade.

The overall planning and review of the census operations were performed by the staff of the Office of the Assistant Director for Economic and Agriculture Censuses.

This report was prepared in the Business Division. **Bobby E. Russell**, Assistant Division Chief for Census Programs, was responsible for the overall planning, management, and coordination of the census of wholesale trade. Planning and implementation were under the direction of **John R. Trimble**, Chief, Wholesale Census Branch, with primary staff assistance by **Dennis L. Shoemaker**, **John L. Vignali**, **Steven L. Barron**, **Jack R. Drago**, and **Benjamin T. Stephens**.

Systems and procedures for mailout, receipt, correspondence, data input, industry classification, other clerical processing, administrative record processing, and quality control, along with the associated electronic computer programs, were developed in the Economic Surveys Division, **W. Joel Richardson**, Chief.

Mailout preparation and receipt operations, clerical and analytical review activities, data keying, and geocoding review were performed by the staff of the Data Preparation Division, **Joseph S. Harris**, Chief.

Geographic coding procedures and associated computer programs were developed by the staff of the Geography Division, **Robert W. Marx**, Chief.

The computer processing systems were developed and coordinated in the Economic Programming Division, **Barry M. Cohen**, Chief. **H. Ray Dennis**, Assistant Division Chief for Business and Construction Programs, was responsible for implementation of the computer systems. The computer programs were prepared under the supervision of **William C. Wester**, Chief, Business Census Branch, assisted by **Steven G. McCraith**, **William E. Jagg**, and **Robert J. Hemmig**.

Computer processing was performed in the Computer Services Division, **Marvin D. Raines**, Chief.

Planning, design, review, and composition of report forms were performed in the Administrative Services Division, **Michael G. Garland**, Chief.

The staff of Publications Services Division, **Walter C. Odom**, Chief, performed publication planning, design, composition, editorial review, and printing planning and procurement. **Gladys Rea** provided publication coordination and editing.

Special acknowledgment is also due the many businesses whose cooperation has contributed to the publication of these data.

If you have any questions concerning the statistics in this report, call (301) 763-5281.

1987

Census of Wholesale Trade

WC87-A-42

GEOGRAPHIC AREA SERIES

South Dakota

Issued October 1989



U.S. Department of Commerce
Robert A. Mosbacher, Secretary
Thomas J. Murrin, Deputy Secretary
Michael R. Darby, Under Secretary
for Economic Affairs

BUREAU OF THE CENSUS



BUREAU OF THE CENSUS
C. L. Kincannon, Deputy Director

Charles A. Waite, Associate Director for
Economic Programs
Roger H. Bugenhagen, Assistant Director for
Economic and Agriculture Censuses

Thomas L. Mesenbourg, Chief,
Economic Census Staff

BUSINESS DIVISION
Howard N. Hamilton, Chief

Library of Congress Cataloging-in-Publication Data

Census of wholesale trade (1987). Geographic area series.

1987 census of wholesale trade. Geographic area series.

"WC87—A—1—WC87—A52."

"Issued March 1989—October 1989."

1. Wholesale trade--United States--Statistics.

I. United States. Bureau of the Census.

HF5421.C4 1989 381'.2'0973021 88-22143

For sale by Superintendent of Documents, U.S. Government
Printing Office, Washington, DC 20402.

INTRODUCTION

PURPOSE AND USES OF THE ECONOMIC CENSUSES

The economic censuses are the major source of facts about the structure and functioning of the Nation's economy. They provide essential information for government, business, industry, and the general public.

Economic censuses furnish an important part of the framework for such composite measures as the gross national product, input-output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions.

Policy-making agencies of the Federal Government use the data, especially in monitoring economic activity and providing assistance to business.

State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.

Trade associations study trends in their own and competing industries, and keep their members informed of market changes.

Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

AUTHORITY AND SCOPE

Title 13 of the United States Code (sections 131, 191, and 224) directs the Census Bureau to take the economic censuses every 5 years, covering years ending in 2 and 7. The 1987 Economic Censuses consist of the—

- Census of Retail Trade
- Census of Wholesale Trade
- Census of Service Industries
- Census of Transportation
- Census of Manufactures
- Census of Mineral Industries
- Census of Construction Industries

Special programs also cover enterprise statistics and minority-owned and women-owned businesses. (The 1987 Census of Agriculture and 1987 Census of Governments are conducted separately.) The next economic censuses are scheduled to be taken in 1993 covering the year 1992.

AVAILABILITY OF THE DATA

The results of each of the economic censuses are available in printed reports, for sale by the U.S. Government Printing Office, and on microfiche, computer tape, compact discs with read-only memory, and flexible diskettes, for sale by the Census Bureau. Order forms for all types of products are available on request from Customer Services, Census Bureau, Washington, DC 20233. A more complete description of publications being issued from this census is on the inside back cover of this document.

Census facts are also widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. Finally, State Data Centers in every State and Business and Industry Data Centers in many States also supply economic census statistics.

WHAT'S NEW IN 1987

Several changes have taken place for the 1987 censuses. Data will be reported on the basis of the newly revised Standard Industrial Classification (SIC) system with selected reports including "bridge tables," linking the old and new classification systems. A new set of metropolitan areas has been adopted, and more detailed information will be available for businesses with no paid employees. For additional information on these changes, review the subsequent text.

HISTORICAL INFORMATION

The economic censuses have been taken together as an integrated program at 5-year intervals since 1967, and before that for 1963, 1958, and 1954. Prior to that time, the individual censuses were taken separately at varying intervals.

The economic censuses trace their beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for 1840 and subsequent censuses to include mining and some commercial

activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 manufactures census was the first time a census was taken apart from the regular every-10-year population census.

The first census of business was taken in 1930, covering 1929. Initially it covered retail and wholesale trade, and construction industries, but it was broadened in 1933 to include some of the service trades.

The 1954 economic censuses were the first to be fully integrated—providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. These were the first censuses to be taken by mail, using lists of firms provided by the administrative records of other federal agencies. Since 1963, administrative records have also been used to provide basic statistics as well for very small firms, reducing or eliminating the need to send them census questionnaires. The Enterprise Statistics Program, which publishes combined data from the economic censuses, was made possible with the implementation of the integrated census program in 1954.

The range of industries covered in the economic censuses has continued to expand. The Census of Construction Industries began on a regular basis in 1967, and the scope of service industries was broadened in 1967, 1977, and 1987. The Census of Transportation began in 1963 as a set of surveys covering travel, transportation of commodities, and trucks. New for 1987 are publications reporting on business establishments engaged in several transportation industries, paralleling the data on establishments in other sectors. This is part of a gradual expansion in coverage of industries previously subjected to government regulation. The Survey of Minority-Owned Business Enterprises was first conducted as a special project in 1969 and was incorporated into the economic censuses in 1972 along with the Survey of Women-Owned Businesses.

Economic censuses have also been taken in Puerto Rico since 1909, in the Virgin Islands and Guam since 1958, and in the Northern Mariana Islands since 1982.

Statistical reports from the 1982 and earlier censuses provide historical figures for the study of long-term time series, and are available in some large libraries. All of the census data published since 1967 are still available for sale on microfiche from the Census Bureau.

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

While the censuses provide complete enumerations every 5 years, there are many needs for more frequent data as well. The Census Bureau conducts a number of monthly, quarterly, and annual surveys, the results of which appear in publication series such as *Current Business Reports* (retail and wholesale trade and service industries), the *Annual Survey of Manufactures*, *Current Industrial Reports*, and the *Quarterly Financial Report*. Most of these surveys, while providing more frequent

observations, yield less kind-of-business and geographic detail than the censuses. The *County Business Patterns* program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1987 Economic Censuses and Related Statistics*. More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1987 Economic Censuses*. Contact Customer Services for information on availability.

CENSUS OF WHOLESALE TRADE

The 1987 Census of Wholesale Trade, part of the 1987 Economic Censuses, covered wholesale trade as defined in the Standard Industrial Classification (SIC) Manual.¹ It included all establishments with one or more paid employees primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional users; or to other wholesalers. Companies selling products to which they have title, as well as to those acting as agents or brokers in buying merchandise for or selling merchandise to others, are included. The census excluded governmental organizations classified in the covered industries except for wholesale liquor establishments operated by State and local governments.

The basic tabulations in this report do not include data for establishments which are "auxiliary" (primary function is providing a service, such as warehouses) to wholesale establishments with the same organization. Data for auxiliaries are presented in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

Wholesale firms without employees are excluded from the census. In the census of retail trade, the sales of firms with no paid employees are derived from administrative records of other Federal agencies rather than from a direct canvass. These sources proved impractical for wholesale firms without paid employees. In the census of wholesale trade, the sales value is the gross volume of business conducted. Firms which operate wholly or partly on a commission basis must provide both the gross volume of business conducted and commission receipts on census forms. Agents and brokers do not report to other Federal agencies the gross selling value of goods. Moreover, administrative records make no distinction between commission receipts and sales by wholesalers.

Appendix A gives a more detailed explanation of census coverage and methodology.

¹Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure, so this information may be released even though other information is withheld.

GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia.
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget as of June 30, 1987. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSA's which have a population of at least 1,000,000² and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the Office of Management and Budget as of June 30, 1987. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.² Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside metropolitan statistical areas.
6. Each county or county equivalent.^{3 4}
7. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.^{2 3} For the economic censuses, census areas and boroughs in Alaska, boroughs in New York, and towns in New York and Wisconsin are not included in this category.
8. Special economic urban areas (SEUA's), which include townships in New Jersey and Pennsylvania and towns in New England with 10,000 inhabitants or more.²

²According to 1980 Census of Population or subsequent special census.

³Those defined as of January 1, 1987.

⁴See appendix F for Alaska, Louisiana, Maryland, Missouri, Montana, Nevada, Virginia, and District of Columbia county equivalents.

DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1987 data are expressed in 1987 dollars and 1982 data in 1982 dollars. Consequently, when making comparisons to prior years, users of the data should consider the inflation that has occurred.

RELIABILITY OF DATA

All data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, the data are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Bureau of the Census obtains on computer tape limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication. For an indication of the extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

SPECIAL TABULATIONS

Special tabulations of data collected in the 1987 Census of Wholesale Trade may be obtained, depending on availability of time and personnel, on diskette, computer tape, or in tabular form. The data will be in summary form and subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Business Division, Bureau of the Census, Washington, DC 20233.

To discuss a special tabulation before submitting specifications, call 301-763-5282.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in the publication:

- Represents zero.
- (D) Withheld to avoid disclosing data for individual companies; data are included in broader kind-of-business totals.

- (IC) Independent city.
- (NA) Not available.
- (NC) Not comparable.
- (X) Not applicable.
- CMSA Consolidated Metropolitan Statistical Area.
- MSA Metropolitan Statistical Area.
- n.e.c. Not elsewhere classified.
- PMSA Primary Metropolitan Statistical Area.
- pt. Part.
- r Revised.
- SIC Standard Industrial Classification.

Users' Guide for Locating Statistics in This Report by Table Number

Information shown in tables	Table										
	1	2	3	4	5	6	7	8	9	10	11
GEOGRAPHIC AREAS											
The State	X	X	X	X						X	X
CMSA's and MSA's in the State								X			
PMSA's in the State								X			
Area of the State not in any CMSA, PMSA, or MSA									X		
Counties in the State					X		¹ X				X
Places in the State					² X	¹ X				² X	
DATA ITEMS³											
Establishments	X		⁴ X	⁴ X	⁵ X	⁵ X	⁵ X	⁵ X	⁵ X		
Sales	X		⁴ X	⁴ X	⁵ X	⁵ X	⁵ X	⁵ X	⁵ X	X	X
Annual Payroll	X		⁴ X	⁴ X	⁶ X	⁶ X	⁶ X	⁶ X	⁶ X		
First quarter payroll	X			⁴ X							
Paid employees for pay period including March 12, 1987	X		⁴ X	⁴ X	⁶ X	⁶ X	⁶ X	⁶ X	⁶ X		
Inventories	X			⁴ X							
Operating expenses	X			⁴ X							
1982 to 1987 comparative statistics (sales, payroll)			⁴ X								
Sales per establishment		X									
Sales per employee		X									
Annual payroll per employee		X									
Annual payroll as a percent of operating expenses		X									
Employees per establishment		X									
Operating expenses as a percent of sales		X									
End-of-year inventories as a percent of sales		X									
Counties ranked by volume of sales											X
Places ranked by volume of sales										² X	

¹Includes areas with 200 wholesale establishments or more.

²Includes places with 2,500 inhabitants or more, according to the 1980 Census of Population.

³See Explanation of Terms, appendix A.

⁴Based on 1972 Standard Industrial Classification.

⁵Manufacturers' sales branches and offices, and agents, brokers, and commission merchants are combined and displayed as "other types of operation."

⁶Presented for total and merchant wholesalers only.

Users' Guide for Locating Statistics in the 1987 Census of Wholesale Trade Reports

Report and geographic area	Information shown in reports by kind of business or industry category										
	Number of establishments	Sales (\$1,000)	Payroll (\$1,000)	Number of employees	Inventories (\$1,000)	Operating expenses (\$1,000)	Commodity line sales (\$1,000)	Sales size and employment size ¹	Legal form of organization	Petroleum bulk stations and terminals	Selected topics
GEOGRAPHIC AREA SERIES											
United States.....	X	X	X	X	X	X					
State.....	X	X	X	X	X	X					
CMSA, PMSA, MSA.....	X	X	X	X							
County.....	X	X	X	X							
Place.....	X	X	X	X							
ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)											
United States.....	X	X	² X	² X	² X	² X		X	X		
MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES											
United States ²		X	X		X	X			X		³ X
COMMODITY LINE SALES											
United States.....	X	X					X				
State ⁴	X	X					X				
CMSA ⁴	X	X					X				
MISCELLANEOUS SUBJECTS											
United States.....	X	X	X	X	X	X				X	⁵ X
State.....										X	
County.....										X	

¹ Establishments and firms.

² Merchandise wholesalers only.

³ Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.

⁴ Available on microfiche only.

⁵ Class of customer, employment by principal activity, detailed type of operation, inventory detail, and commissions of agents and brokers.

CONTENTS

South Dakota

[Page numbers listed here omit the prefix that appears as part of the number of each page]

	Page
Introduction	III
Users' Guide for Locating Statistics in This Report by Table Number	VII
Users' Guide for Locating Statistics in the 1987 Census of Wholesale Trade Reports	VIII
Summary of Findings	2

FIGURES

1. State Map	3
2. Percent Change in Sales and Annual Payroll: 1982 to 1987	4
3. Wholesale Sales by Industry Group: 1987	5

TABLES

1. Summary Statistics for the State: 1987	7
2. Selected Ratios for the State: 1987	11
3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982	14
4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987	19
5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1987	21
6. Summary Statistics for Places With 200 Establishments or More: 1987	23
7. Summary Statistics for Counties With 200 Establishments or More: 1987	23
8. Summary Statistics for Metropolitan Statistical Areas: 1987	24
9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987	25
10. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1987	26
11. Counties Ranked by Volume of Sales: 1987	27

APPENDIXES

A. General Explanation	A-1
B. General Questions	B-1
C. Kind-of-Business Titles and Reporting-Form Numbers	C-1
D. Metropolitan Statistical Areas	D-1
E. Percent of Sales Data Based on Administrative Records and Estimation for the State: 1987	E-1
F. Geographic Notes	F-1
G. Establishments in Business Any Time During Year and Establishments in Business at End of Year Based on 1972 Standard Industrial Classifications for the State: 1987 and 1982	G-1
H. Changes in Wholesale Trade Kind-of-Business Classifications for 1987	H-1

Publication Program	Inside back cover
---------------------------	-------------------

SUMMARY OF FINDINGS

Data from the 1987 Census of Wholesale Trade show that based on definitions used in 1982 South Dakota's 1,783 wholesale establishments had sales totaling \$5.2 billion. In 1982, 1,889 wholesalers had sales of \$4.9 billion.

Merchant wholesalers lead the three major type of operation categories in 1987 with 1,633 establishments and sales of \$3.5 billion; followed by agents and brokers, with 76 establishments and sales of \$1.4 billion; and manufacturers' sales branches and offices, with 74 establishments and sales of \$262 million.

Annual payroll of all wholesalers in the State amounted to \$255 million, compared to \$226 million for 1982. In 1987, merchant wholesalers accounted for \$229 million, followed by manufacturers' sales branches and offices with \$18.1 million and agents and brokers with \$7.8 million.

Paid employees engaged in wholesale trade in the State totaled 15,282 as of mid-March 1987 compared to 15,964 in 1982. Merchant wholesalers were the largest employers in 1987, with 13,182 employees; followed by agents and brokers, with 1,402 employees; and manufacturers' sales branches and offices, with 698 employees.

Payroll per employee averaged \$16.7 thousand for all wholesalers; \$17.3 thousand for merchant wholesalers; \$25.9 thousand for manufacturers' sales branches and offices; and \$5.6 thousand for agents and brokers.

Operating expenses as a percent of sales for all wholesalers in the State increased from 10.0 percent in 1982 to 10.1 percent in 1987. The percentage for merchant wholesalers was down from 13.8 percent to 13.3 percent for the

same period, while manufacturers' sales branches and offices were up from 10.0 percent to 12.9 percent, and agents and brokers were down from 1.7 percent to 1.3 percent.

Sales by livestock wholesalers in 1987 accounted for 28.6 percent of the State's total sales by all wholesalers compared to 28.0 percent in 1982. Other leading wholesale kinds-of-business in 1987 were grain and field beans wholesalers with 17.5 percent, petroleum bulk stations and terminals wholesalers with 8.2 percent, and farm and garden machinery and equipment wholesalers also with 6.3 percent.

Sales per establishment for all wholesalers in 1987 averaged \$2.9 million per establishment, up from \$2.7 million in 1982. Livestock wholesalers averaged the highest with \$20.1 million per establishment, followed by drugs, drug proprietaries, and druggists' sundries wholesalers, \$15.6 million; and tobacco and tobacco products wholesalers, \$7.1 million.

Sales per employee for all wholesalers in the State averaged \$339 thousand in 1987. There was a wide variance by kind of business ranging from a high of \$991 thousand for livestock wholesalers to a low of \$70.3 thousand for office equipment wholesalers.

Minnehaha County led all counties in the State, accounting for 27.7 percent of total sales by wholesalers. Sioux Falls had the largest sales among all places in the State, accounting for 26.1 percent.

SOUTH DAKOTA - Metropolitan Statistical Area, Counties, and Selected Places

Figure 1. State Map

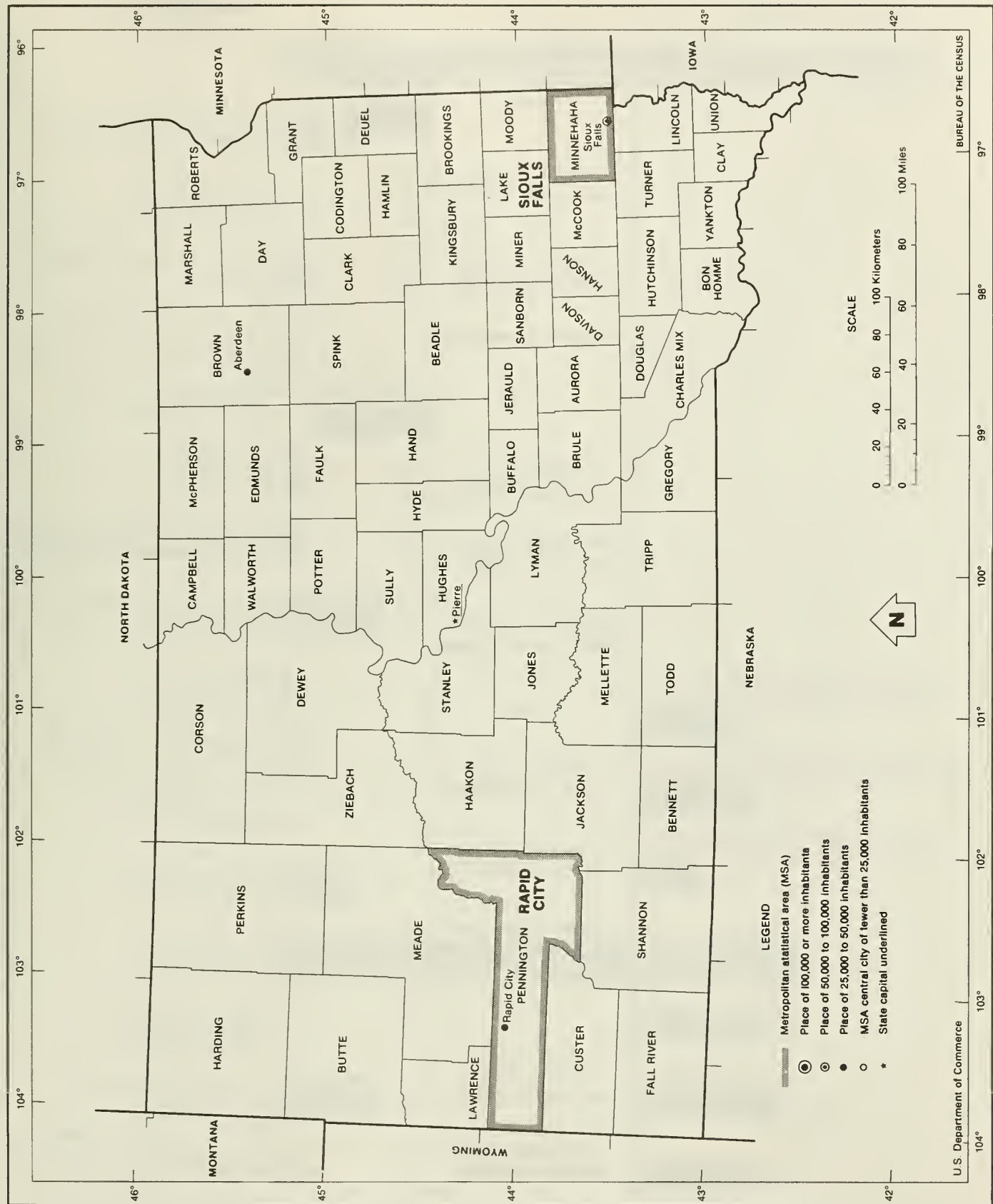
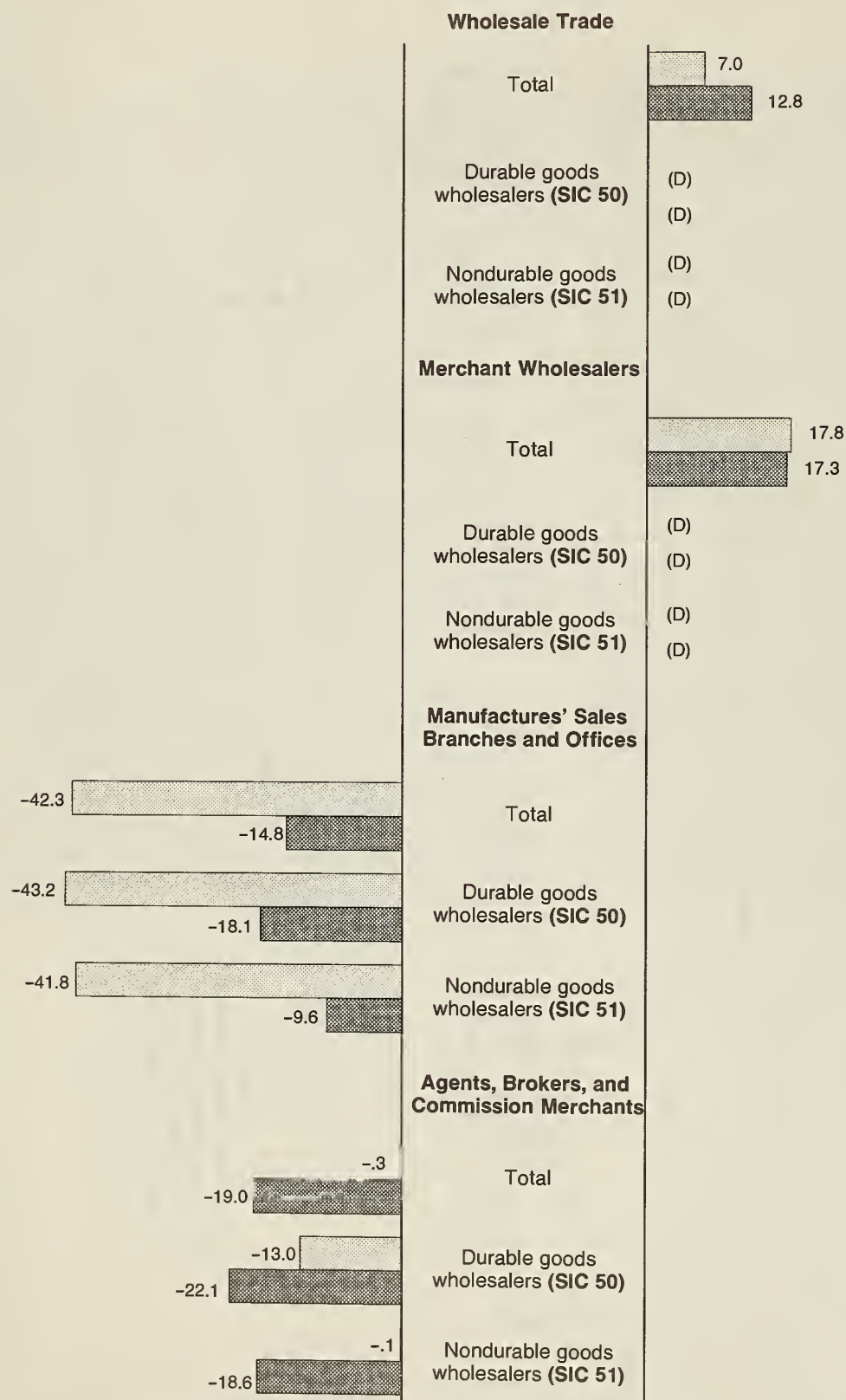


Figure 2. Percent Change in Sales and Annual Payroll: 1982 to 1987

South Dakota

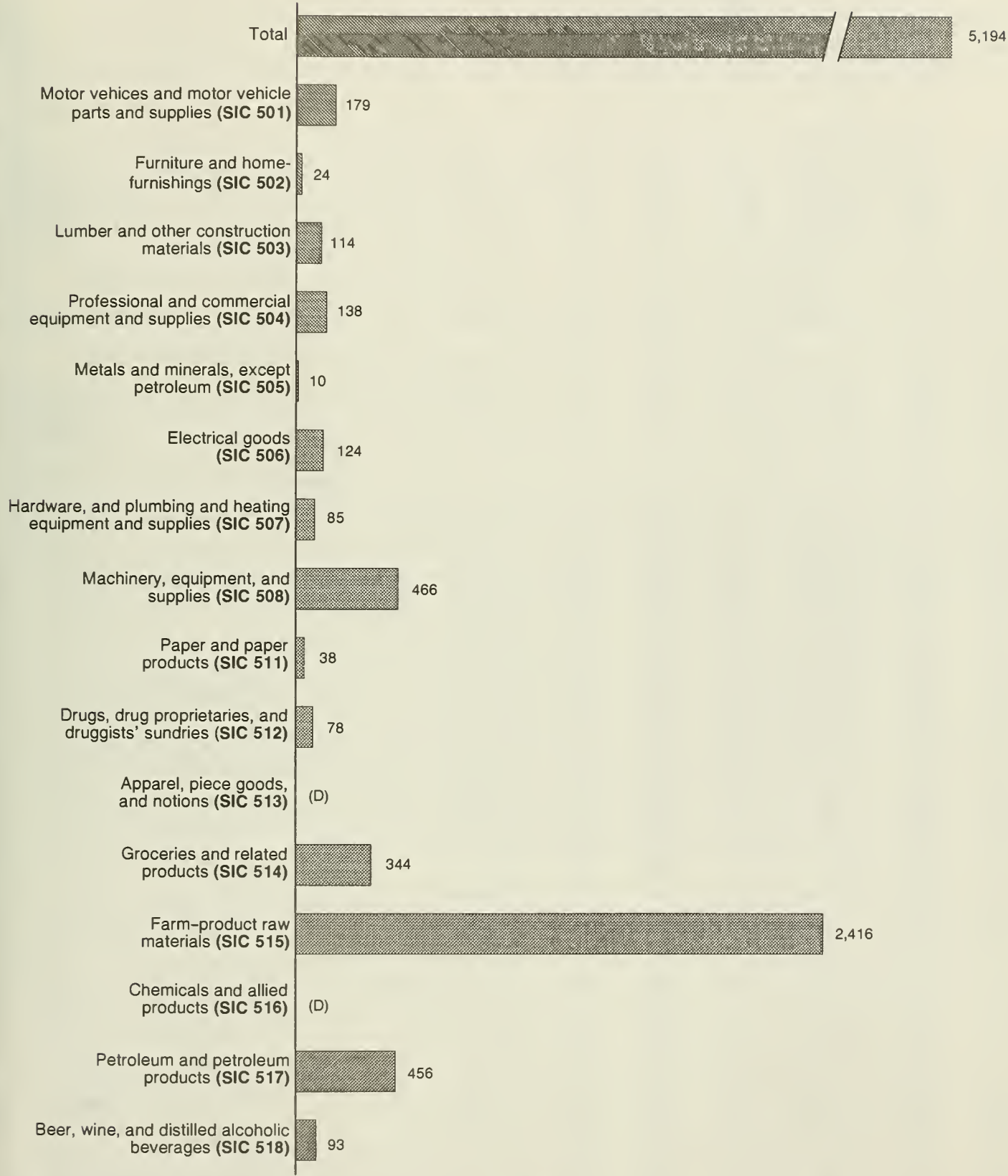
Sales
Payroll



Note: Data are based on 1972 Standard Industrial Classification.
For meaning of abbreviations and symbols, see introductory text.

Figure 3. **Wholesale Sales by Industry Group: 1987**
(Million dollars)

South Dakota



Note: For meaning of abbreviations and symbols, see introductory text.



Table 1. Summary Statistics for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
	Wholesale trade -----	1 793	5 193 969	255 040	60 569	15 311	522 510	473 233	498 501
	TYPES OF OPERATION								
	Merchant wholesalers -----	1 643	3 542 202	229 198	54 180	13 211	470 655	448 178	474 425
	Wholesale distributors and jobbers -----	1 375	2 619 512	200 398	47 546	11 612	395 239	360 471	374 893
	Importers -----	16	22 675	2 967	638	149	6 375	4 593	5 053
	Exporters -----	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Terminal grain elevators -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Country grain elevators -----	220	735 239	21 759	5 110	1 227	59 471	69 967	79 348
	Assemblers of farm products, except country grain elevators -----	23	102 761	2 748	593	163	6 026	6 925	8 279
	Manufacturers' sales branches and sales offices -----	74	262 147	18 057	4 349	698	33 699	24 401	23 576
	Sales branches (with stock) -----	57	184 968	12 397	2 991	529	23 814	24 401	23 576
	Sales offices (without stock) -----	17	77 179	5 660	1 358	169	9 885	-	-
	Agents, brokers, and commission merchants -----	76	1 389 620	7 785	2 040	1 402	18 156	654	500
	Auction companies -----	33	930 400	4 367	1 219	1 068	11 148	197	175
	Brokers -----	11	116 829	411	100	28	1 008	56	97
	Commission merchants -----	18	324 871	2 016	480	237	4 198	82	98
	Import agents -----	-	-	-	-	-	-	-	-
	Export agents -----	-	-	-	-	-	-	-	-
	Manufacturers' agents -----	14	17 520	991	241	69	1 802	319	130
	TYPES OF OPERATION BY KIND OF BUSINESS								
	Wholesale trade -----	1 793	5 193 969	255 040	60 569	15 311	522 510	473 233	498 501
50	Durable goods -----	820	1 346 018	134 289	32 017	7 130	252 545	265 462	269 719
501	Motor vehicles and motor vehicle parts and supplies -----	171	178 824	22 005	5 284	1 389	40 514	31 109	31 242
5012	Automobiles and other motor vehicles -----	21	61 107	4 598	1 012	280	8 403	9 374	7 993
5013	Motor vehicle supplies and new parts -----	113	89 163	13 601	3 333	852	24 585	17 746	18 821
5014	Tires and tubes -----	12	15 052	1 638	410	90	3 552	2 288	2 777
5015	Motor vehicle parts, used -----	25	13 502	2 168	529	167	3 974	1 701	1 651
502	Furniture and home furnishings -----	16	23 562	2 122	485	124	4 363	1 457	1 530
5021	Furniture -----	8	19 378	1 596	346	79	3 451	906	894
5023	Home furnishings -----	8	4 184	526	139	45	912	551	636
503	Lumber and other construction materials -----	44	114 139	8 905	1 954	427	17 436	11 025	11 563
5031	Lumber, plywood, millwork, and wood panels -----	19	69 686	5 360	1 259	264	10 077	6 903	7 191
5032	Brick, stone, and related construction materials -----	9	17 277	1 152	231	51	2 491	481	521
5033	Roofing, siding, and insulation materials -----	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c. -----	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	93	138 202	21 416	5 188	997	39 221	17 055	16 676
5043	Photographic equipment and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment -----	33	25 446	5 834	1 478	362	9 682	3 560	4 149
5045	Computers and computer peripheral equipment and software -----	19	55 388	9 443	2 267	310	17 418	6 359	6 301
5046	Commercial equipment, n.e.c. -----	8	5 306	867	217	46	1 737	790	919
5047	Medical, dental, and hospital equipment and supplies -----	10	15 923	2 229	485	117	4 413	1 882	1 407
5048	Ophthalmic goods -----	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c. -----	14	31 153	2 317	565	118	4 599	4 240	3 650
505	Metals and minerals, except petroleum -----	8	9 719	1 327	285	84	2 213	454	472
5051	Metals service centers and offices -----	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	59	123 732	12 172	3 101	583	23 248	16 533	18 657
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	32	67 569	7 826	1 997	338	14 338	10 468	12 628
5064	Electrical appliances, television and radio sets -----	8	20 496	1 227	373	74	2 588	1 847	1 230
5065	Electronic parts and equipment, n.e.c. -----	19	35 667	3 119	731	171	6 322	4 218	4 799
507	Hardware, and plumbing and heating equipment and supplies -----	67	84 472	8 943	1 999	434	17 950	16 930	16 156
5072	Hardware -----	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	39	48 917	4 884	1 058	245	10 140	10 156	9 795
5075	Warm air heating and air-conditioning equipment and supplies -----	15	17 754	1 990	461	82	3 982	2 147	2 470
5078	Refrigeration equipment and supplies -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	304	466 231	45 867	10 975	2 513	87 302	147 914	147 430
5082	Construction and mining (except petroleum) machinery and equipment -----	23	53 547	7 153	1 714	294	12 971	20 898	16 559
5083	Farm and garden machinery and equipment -----	210	327 340	28 065	6 318	1 692	54 483	113 136	116 578
5084	Industrial machinery and equipment -----	34	57 284	6 613	2 045	306	11 139	10 127	10 551
5085	Industrial supplies -----	15	15 627	1 651	381	86	4 108	1 986	1 928
5087	Service establishment equipment and supplies -----	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods -----	58	207 137	11 532	2 746	579	20 298	22 985	25 993
5091	Sporting and recreational goods and supplies -----	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies -----	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials -----	20	11 980	1 638	329	121	3 693	1 150	1 339
5094	Jewelry, watches, precious stones, and precious metals -----	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. -----	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 1. Summary Statistics for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
TYPES OF OPERATION BY KIND OF BUSINESS —Con.									
Wholesale trade—Con.									
51	Nondurable goods	973	3 847 951	120 751	28 552	8 181	269 965	207 771	228 782
511	Paper and paper products.....	31	38 474	5 378	1 364	264	9 532	3 995	4 111
5111	Printing and writing paper.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies.....	21	15 652	2 124	535	127	3 497	941	976
5113	Industrial and personal service paper.....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries.....	5	77 757	3 163	788	188	6 273	9 322	10 435
5122	Drugs, drug proprietaries, and druggists' sundries.....	5	77 757	3 163	788	188	6 273	9 322	10 435
513	Apparel, piece goods, and notions.....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5131	Piece goods, notions, and other dry goods.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear.....	-	-	-	-	-	-	-	-
514	Groceries and related products.....	81	344 473	17 974	4 225	997	33 730	17 414	18 718
5141	Groceries, general line.....	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods.....	9	21 473	2 894	717	171	5 084	694	741
5143	Dairy products, except dried or canned.....	17	24 195	650	156	49	1 718	94	106
5144	Poultry and poultry products.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery.....	9	13 106	808	180	47	1 656	351	542
5146	Fish and seafoods.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products.....	6	34 973	1 968	405	117	3 811	601	655
5148	Fresh fruits and vegetables.....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c.....	16	39 234	3 175	739	154	6 847	1 947	2 493
515	Farm-product raw materials.....	365	2 415 808	35 198	8 466	3 062	93 885	83 823	96 999
5153	Grain and field beans.....	281	910 094	26 572	6 259	1 516	72 868	82 241	94 289
5154	Livestock.....	74	1 487 765	8 066	2 079	1 501	18 878	884	1 031
5159	Farm-product raw materials, n.e.c.....	10	17 949	560	128	45	2 139	698	1 679
516	Chemicals and allied products.....	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.....	19	12 734	1 922	467	117	3 779	1 064	1 164
517	Petroleum and petroleum products.....	204	456 237	19 263	4 531	1 388	46 530	28 292	26 755
5171	Petroleum bulk stations and terminals.....	187	427 068	17 739	4 138	1 280	42 639	26 361	25 035
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals.....	17	29 169	1 524	393	108	3 891	1 931	1 720
518	Beer, wine, and distilled alcoholic beverages.....	30	93 186	8 024	1 783	375	16 845	8 375	9 499
5181	Beer and ale.....	25	58 028	4 934	1 021	241	11 635	3 194	3 611
5182	Wine and distilled alcoholic beverages.....	5	35 158	3 090	762	134	5 210	5 181	5 888
519	Miscellaneous nondurable goods.....	234	407 831	29 566	6 881	1 774	58 974	55 098	60 701
5191	Farm supplies.....	167	234 152	14 857	3 230	915	33 408	31 265	34 298
5192	Books, periodicals, and newspapers.....	16	12 934	2 162	522	126	4 016	513	457
5193	Flowers, nursery stock, and florists' supplies.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products.....	7	49 600	3 112	789	168	5 392	3 544	4 801
5198	Paints, varnishes, and supplies.....	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.....	30	93 584	6 560	1 674	435	9 793	16 778	17 715
	Merchant wholesalers	1 643	3 542 202	229 198	54 180	13 211	470 655	448 178	474 425
50	Durable goods	776	1 232 986	122 728	29 220	6 724	231 110	252 400	256 271
501	Motor vehicles and motor vehicle parts and supplies.....	170	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5012	Automobiles and other motor vehicles.....	21	61 107	4 598	1 012	280	8 403	9 374	7 993
5013	Motor vehicle supplies and new parts.....	112	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes.....	12	15 052	1 638	410	90	3 552	2 288	2 777
5015	Motor vehicle parts, used.....	25	13 502	2 168	529	167	3 974	1 701	1 651
502	Furniture and home furnishings.....	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5021	Furniture.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials.....	40	106 873	8 358	1 823	406	16 082	10 481	10 936
5031	Lumber, plywood, millwork, and wood panels.....	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	Brick, stone, and related construction materials.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials.....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c.....	9	6 079	737	131	43	1 653	1 187	1 292
504	Professional and commercial equipment and supplies.....	81	91 672	13 957	3 352	775	25 804	12 228	12 248
5043	Photographic equipment and supplies.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment.....	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5045	Computers and computer peripheral equipment and software.....	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5046	Commercial equipment, n.e.c.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies.....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	Ophthalmic goods.....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c.....	14	31 153	2 317	565	118	4 599	4 240	3 650
505	Metals and minerals, except petroleum.....	8	9 719	1 327	285	84	2 213	454	472
5051	Metals service centers and offices.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods.....	57	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials.....	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c.....	19	35 667	3 119	731	171	6 322	4 218	4 799

Table 1. Summary Statistics for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
TYPES OF OPERATION BY KIND OF BUSINESS									
—Con.									
Merchant wholesalers—Con.									
50	Durable goods—Con.								
507	Hardware, and plumbing and heating equipment and supplies	62	73 910	8 215	1 823	394	16 331	15 249	14 391
5072	Hardware	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	36	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	286	430 207	43 326	10 391	2 399	82 762	142 343	141 374
5082	Construction and mining (except petroleum) machinery and equipment	23	53 547	7 153	1 714	294	12 971	20 898	16 559
5083	Farm and garden machinery and equipment	197	303 821	26 479	6 008	1 620	51 992	107 852	110 817
5084	Industrial machinery and equipment	30	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5085	Industrial supplies	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	58	207 137	11 532	2 746	579	20 298	22 985	25 993
5091	Sporting and recreational goods and supplies	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials	20	11 980	1 638	329	121	3 693	1 150	1 339
5094	Jewelry, watches, precious stones, and precious metals	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c.	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	Nondurable goods	867	2 309 216	106 470	24 960	6 487	239 545	195 778	218 154
511	Paper and paper products	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	5	77 757	3 163	788	188	6 273	9 322	10 435
5122	Drugs, drug proprietaries, and druggists' sundries	5	77 757	3 163	788	188	6 273	9 322	10 435
513	Apparel, piece goods, and notions	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5131	Piece goods, notions, and other dry goods	—	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	—	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	60	293 941	13 790	3 234	782	25 982	16 767	17 959
5141	Groceries, general line	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	Poultry and poultry products	6	8 254	561	146	56	1 250	237	204
5145	Confectionery	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	Fresh fruits and vegetables	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c.	12	23 189	1 757	388	89	3 928	1 630	2 113
515	Farm-product raw materials	316	1 061 285	29 161	6 842	1 778	79 113	83 502	96 639
5153	Grain and field beans	280	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock	27	139 059	2 119	476	225	4 670	563	671
5159	Farm-product raw materials, n.e.c.	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	194	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals	178	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages	5	35 158	3 090	762	134	5 210	5 181	5 888
519	Miscellaneous nondurable goods	219	378 281	27 790	6 434	1 683	55 384	50 814	56 554
5191	Farm supplies	160	210 861	13 693	2 931	860	31 203	27 395	30 584
5192	Books, periodicals, and newspapers	16	12 934	2 162	522	126	4 016	513	457
5193	Flowers, nursery stock, and florists' supplies	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products	7	49 600	3 112	789	168	5 392	3 544	4 801
5198	Paints, varnishes, and supplies	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	28	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Manufacturers' sales branches and sales offices									
		74	262 147	18 057	4 349	698	33 699	24 401	23 576
50	Durable goods	30	94 839	10 622	2 570	353	19 709	12 824	13 389
501	Motor vehicles and motor vehicle parts and supplies	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homefurnishings	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	—	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 1. **Summary Statistics for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
	TYPES OF OPERATION BY KIND OF BUSINESS —Con.								
	Manufacturers' sales branches and sales offices—Con.								
50	Durable goods—Con.								
506	Electrical goods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	12	26 058	2 096	484	89	3 773	5 365	6 032
509	Miscellaneous durable goods	-	-	-	-	-	-	-	-
51	Nondurable goods	44	167 308	7 435	1 779	345	13 990	11 577	10 187
511	Paper and paper products	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	-	-	-	-	-	-	-	-
514	Groceries and related products	15	40 504	3 888	916	197	7 144	647	759
515	Farm-product raw materials	-	-	-	-	-	-	-	-
516	Chemicals and allied products	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	-	-	-	-	-	-	-	-
519	Miscellaneous nondurable goods	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Agents, brokers, and commission merchants	76	1 389 620	7 785	2 040	1 402	18 156	654	500
50	Durable goods	14	18 193	939	227	53	1 726	238	59
501	Motor vehicles and motor vehicle parts and supplies	-	-	-	-	-	-	-	-
502	Furniture and home furnishings	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	-	-	-	-	-	-	-	-
506	Electrical goods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	6	9 966	445	100	25	767	206	24
509	Miscellaneous durable goods	-	-	-	-	-	-	-	-
51	Nondurable goods	62	1 371 427	6 846	1 813	1 349	16 430	416	441
511	Paper and paper products	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	-	-	-	-	-	-	-	-
514	Groceries and related products	6	10 028	296	75	18	604	-	-
515	Farm-product raw materials	49	1 354 523	6 037	1 624	1 284	14 772	321	360
516	Chemicals and allied products	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 2. Selected Ratios for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment ¹ (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee ¹ (dollars)	Per employee ¹ (dollars)	As percent of operating expenses			
	Wholesale trade -----	2 896 804	339 231	16 657	48.8	9	10.1	9.6
50	Durable goods -----	1 641 485	188 782	18 834	53.2	9	18.8	20.0
501	Motor vehicles and motor vehicle parts and supplies -----	1 045 754	128 743	15 842	54.3	8	22.7	17.5
5012	Automobiles and other motor vehicles -----	2 909 857	218 239	16 421	54.7	13	13.8	13.1
5013	Motor vehicle supplies and new parts -----	789 053	104 651	15 964	55.3	8	27.6	21.1
5014	Tires and tubes -----	1 254 333	167 244	18 200	46.1	8	23.6	18.4
5015	Motor vehicle parts, used -----	540 080	80 850	12 982	54.6	7	29.4	12.2
502	Furniture and home furnishings -----	1 472 625	190 016	17 113	48.6	8	18.5	6.5
5021	Furniture -----	2 422 250	245 291	20 203	46.2	10	17.8	4.6
5023	Home furnishings -----	523 000	92 978	11 689	57.7	6	21.8	15.2
503	Lumber and other construction materials -----	2 594 068	267 304	20 855	51.1	10	15.3	10.1
5031	Lumber, plywood, millwork, and wood panels -----	3 667 684	263 962	20 303	53.2	14	14.5	10.3
5032	Brick, stone, and related construction materials -----	1 919 667	338 765	22 588	46.2	6	14.4	3.0
5033	Roofing, siding, and insulation materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	1 486 043	138 618	21 480	54.6	11	28.4	12.1
5043	Photographic equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment -----	771 091	70 293	16 116	60.3	11	38.0	16.3
5045	Computers and computer peripheral equipment and software -----	2 915 158	178 671	30 461	54.2	16	31.4	11.4
5046	Commercial equipment, n.e.c. -----	663 250	115 348	18 848	49.9	6	32.7	17.3
5047	Medical, dental, and hospital equipment and supplies -----	1 592 300	136 094	19 051	50.5	12	27.7	8.8
5048	Ophthalmic goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c. -----	2 225 214	264 008	19 636	50.4	8	14.8	11.7
505	Metals and minerals, except petroleum -----	1 214 875	115 702	15 798	60.0	11	22.8	4.9
5051	Metals service centers and offices -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	2 097 153	212 233	20 878	52.4	10	18.8	15.1
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	2 111 531	199 908	23 154	54.6	11	21.2	18.7
5064	Electrical appliances, television and radio sets -----	2 562 000	276 973	16 581	47.4	9	12.6	6.0
5065	Electronic parts and equipment, n.e.c. -----	1 877 211	208 579	18 240	49.3	9	17.7	13.5
507	Hardware, and plumbing and heating equipment and supplies -----	1 260 776	194 636	20 606	49.8	6	21.2	19.1
5072	Hardware -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	1 254 282	199 661	19 935	48.2	6	20.7	20.0
5075	Warm air heating and air-conditioning equipment and supplies -----	1 183 600	216 512	24 268	50.0	5	22.4	13.9
5078	Refrigeration equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	1 533 655	185 528	18 252	52.5	8	18.7	31.6
5082	Construction and mining (except petroleum) machinery and equipment -----	2 328 130	182 133	24 330	55.1	13	24.2	30.9
5083	Farm and garden machinery and equipment -----	1 558 762	193 463	16 587	51.5	8	16.6	35.6
5084	Industrial machinery and equipment -----	1 684 824	187 203	21 611	59.4	9	19.4	18.4
5085	Industrial supplies -----	1 041 800	181 709	19 198	40.2	6	26.3	12.3
5087	Service establishment equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods -----	3 571 328	357 750	19 917	56.8	10	9.8	12.5
5091	Sporting and recreational goods and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials -----	599 000	99 008	13 537	44.4	6	30.8	11.2
5094	Jewelry, watches, precious stones, and precious metals -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	Nondurable goods -----	3 954 729	470 352	14 760	44.7	8	7.0	5.9
511	Paper and paper products -----	1 241 097	145 735	20 371	56.4	9	24.8	10.7
5111	Printing and writing paper -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies -----	745 333	123 244	16 724	60.7	6	22.3	6.2
5113	Industrial and personal service paper -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	15 551 400	413 601	16 824	50.4	38	8.1	13.4
5122	Drugs, drug proprietaries, and druggists' sundries -----	15 551 400	413 601	16 824	50.4	38	8.1	13.4
513	Apparel, piece goods, and notions -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5131	Piece goods, notions, and other dry goods -----	-	-	-	-	-	-	-
5136	Men's and boys' clothing and furnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear -----	-	-	-	-	-	-	-
514	Groceries and related products -----	4 252 753	345 510	18 028	53.3	12	9.8	5.4
5141	Groceries, general line -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods -----	2 385 889	125 573	16 924	56.9	19	23.7	3.5
5143	Dairy products, except dried or canned -----	1 423 235	493 776	13 265	37.8	3	7.1	.4
5144	Poultry and poultry products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery -----	1 456 222	278 851	17 191	48.8	5	12.6	4.1
5146	Fish and seafoods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products -----	5 828 833	298 915	16 821	51.6	20	10.9	1.9
5148	Fresh fruits and vegetables -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c. -----	2 452 125	254 766	20 617	46.4	10	17.5	6.4
515	Farm-product raw materials -----	6 618 652	788 964	11 495	37.5	8	3.9	4.0
5153	Grain and field beans -----	3 238 769	600 326	17 528	36.5	5	8.0	10.4
5154	Livestock -----	20 104 932	991 183	5 374	42.7	20	1.3	.1
5159	Farm-product raw materials, n.e.c. -----	1 794 900	398 867	12 444	26.2	5	11.9	9.4
516	Chemicals and allied products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. -----	670 211	108 838	16 427	50.9	6	29.7	9.1

See footnotes at end of table.

Table 2. Selected Ratios for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment ¹ (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee ¹ (dollars)	Per employee ¹ (dollars)	As percent of operating expenses			
	Wholesale trade—Con.							
51	Nondurable goods—Con.							
517	Petroleum and petroleum products	2 236 456	328 701	13 878	41.4	7	10.2	5.9
5171	Petroleum bulk stations and terminals	2 283 786	333 647	13 859	41.6	7	10.0	5.9
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	1 715 824	270 083	14 111	39.2	6	13.3	5.9
518	Beer, wine, and distilled alcoholic beverages	3 106 200	248 496	21 397	47.6	13	18.1	10.2
5181	Beer and ale	2 321 120	240 780	20 473	42.4	10	20.1	6.2
5182	Wine and distilled alcoholic beverages	7 031 600	262 373	23 060	59.3	27	14.8	16.7
519	Miscellaneous nondurable goods	1 742 868	229 893	16 666	50.1	8	14.5	14.9
5191	Farm supplies	1 402 108	255 904	16 237	44.5	5	14.3	14.6
5192	Books, periodicals, and newspapers	808 375	102 651	17 159	53.8	8	31.0	3.5
5193	Flowers, nursery stock, and florists' supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products	7 085 714	295 238	18 524	57.7	24	10.9	9.7
5198	Paints, varnishes, and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	3 119 467	215 136	15 080	67.0	15	10.5	18.9
	Merchant wholesalers	2 155 935	268 125	17 349	48.7	8	13.3	13.4
50	Durable goods	1 588 899	183 371	18 252	53.1	9	18.7	20.8
501	Motor vehicles and motor vehicle parts and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5012	Automobiles and other motor vehicles	2 909 857	218 239	16 421	54.7	13	13.8	13.1
5013	Motor vehicle supplies and new parts	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes	1 254 333	167 244	18 200	46.1	8	23.6	18.4
5015	Motor vehicle parts, used	540 080	80 850	12 982	54.6	7	29.4	12.2
502	Furniture and home furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5021	Furniture	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	2 671 825	263 234	20 586	52.0	10	15.0	10.2
5031	Lumber, plywood, millwork, and wood panels	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	Brick, stone, and related construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c.	675 444	141 372	17 140	44.6	5	27.2	21.3
504	Professional and commercial equipment and supplies	1 131 753	118 286	18 009	54.1	10	28.1	13.4
5043	Photographic equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5045	Computers and computer peripheral equipment and software	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5046	Commercial equipment, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	Ophthalmic goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c.	2 225 214	264 008	19 636	50.4	8	14.8	11.7
505	Metals and minerals, except petroleum	1 214 875	115 702	15 798	60.0	11	22.8	4.9
5051	Metals service centers and offices	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c.	1 877 211	208 579	18 240	49.3	9	17.7	13.5
507	Hardware, and plumbing and heating equipment and supplies	1 192 097	187 589	20 850	50.3	6	22.1	19.5
5072	Hardware	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	1 504 220	179 328	18 060	52.4	8	19.2	32.9
5082	Construction and mining (except petroleum) machinery and equipment	2 328 130	182 133	24 330	55.1	13	24.2	30.9
5083	Farm and garden machinery and equipment	1 542 239	187 544	16 345	50.9	8	17.1	36.5
5084	Industrial machinery and equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5085	Industrial supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	3 571 328	357 750	19 917	56.8	10	9.8	12.5
5091	Sporting and recreational goods and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials	599 000	99 008	13 537	44.4	6	30.8	11.2
5094	Jewelry, watches, precious stones, and precious metals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	Nondurable goods	2 663 456	355 976	16 413	44.4	7	10.4	9.4
511	Paper and paper products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	15 551 400	413 601	16 824	50.4	38	8.1	13.4
5122	Drugs, drug proprietaries, and druggists' sundries	15 551 400	413 601	16 824	50.4	38	8.1	13.4
513	Apparel, piece goods, and notions	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5131	Piece goods, notions, and other dry goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

Table 2. Selected Ratios for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment ¹ (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee ¹ (dollars)	Per employee ¹ (dollars)	As percent of operating expenses			
	Merchant wholesalers—Con.							
51	Nondurable goods—Con.							
514	Groceries and related products	4 899 017	375 884	17 634	53.1	13	8.8	6.1
5141	Groceries, general line	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	Poultry and poultry products	1 375 667	147 393	10 018	44.9	9	15.1	2.5
5145	Confectionery	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	Fresh fruits and vegetables	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c.	1 932 417	260 551	19 742	44.7	7	16.9	9.1
515	Farm-product raw materials	3 358 497	596 898	16 401	36.9	6	7.5	9.1
5153	Grain and field beans	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock	5 150 333	618 040	9 418	45.4	8	3.4	.5
5159	Farm-product raw materials, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages	7 031 600	262 373	23 060	59.3	27	14.8	16.7
519	Miscellaneous nondurable goods	1 727 311	224 766	16 512	50.2	8	14.6	15.0
5191	Farm supplies	1 317 881	245 187	15 922	43.9	5	14.8	14.5
5192	Books, periodicals, and newspapers	808 375	102 651	17 159	53.8	8	31.0	3.5
5193	Flowers, nursery stock, and florists' supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products	7 085 714	295 238	18 524	57.7	24	10.9	9.7
5198	Paints, varnishes, and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Manufacturers' sales branches and sales offices.....	3 542 527	375 569	25 870	53.6	9	12.9	9.0
50	Durable goods	3 161 300	268 666	30 091	53.9	12	20.8	14.1
501	Motor vehicles and motor vehicle parts and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homefurnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	-	-	-	-	-	-	-
506	Electrical goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	2 171 500	292 787	23 551	55.6	7	14.5	23.1
509	Miscellaneous durable goods	-	-	-	-	-	-	-
51	Nondurable goods	3 802 455	484 951	21 551	53.1	8	8.4	6.1
511	Paper and paper products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	-	-	-	-	-	-	-
514	Groceries and related products	2 700 267	205 604	19 736	54.4	13	17.6	1.9
515	Farm-product raw materials	-	-	-	-	-	-	-
516	Chemicals and allied products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	-	-	-	-	-	-	-
519	Miscellaneous nondurable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Agents, brokers, and commission merchants.....	18 284 474	991 170	5 553	42.9	18	1.3	-
50	Durable goods	1 299 500	343 264	17 717	54.4	4	9.5	.3
501	Motor vehicles and motor vehicle parts and supplies	-	-	-	-	-	-	-
502	Furniture and homefurnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	-	-	-	-	-	-	-
506	Electrical goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	1 661 000	398 640	17 800	58.0	4	7.7	.2
509	Miscellaneous durable goods	-	-	-	-	-	-	-
51	Nondurable goods	22 119 790	1 016 625	5 075	41.7	22	1.2	-
511	Paper and paper products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	-	-	-	-	-	-	-
514	Groceries and related products	1 671 333	557 111	16 444	49.0	3	6.0	-
515	Farm-product raw materials	27 643 327	1 054 924	4 702	40.9	26	1.1	-
516	Chemicals and allied products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)

¹Based on number of employees for pay period including March 12.

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Wholesale trade	1 783	1 889	5 191 628	4 853 894	7.0	254 723	225 907	12.8	15 282	15 964
50		Durable goods	806	808	(D)	1 132 623	(D)	(D)	114 335	(D)	(D)	7 326
501		Motor vehicles and automotive parts and supplies ---	161	148	176 483	145 009	21.7	21 688	17 597	23.2	1 360	1 288
5012	5012	Automobiles and other motor vehicles	21	28	61 107	(D)	(D)	4 598	(D)	(D)	280	(D)
5013		Automotive parts and supplies	128	110	100 324	(D)	(D)	15 452	(D)	(D)	990	(D)
	5013	Motor vehicle supplies and new parts	113	103	89 163	72 515	23.0	13 601	10 857	25.3	852	817
	5015 pt.	Motor vehicle parts, used	15	7	11 161	(D)	(D)	1 851	(D)	(D)	138	(D)
5014	5014	Tires and tubes	12	10	15 052	(D)	(D)	1 638	(D)	(D)	90	(D)
502		Furniture and homefurnishings	16	14	23 562	10 144	132.3	2 122	1 227	72.9	124	88
5021	5021	Furniture	8	7	19 378	4 787	304.8	1 596	678	135.4	79	43
5023	5023	Homefurnishings	8	7	4 184	5 357	-21.9	526	549	-4.2	45	45
503		Lumber and other construction materials	44	48	114 139	76 005	50.2	8 905	6 739	32.1	427	394
5031	5031	Lumber, plywood, millwork, and wood panels	19	22	69 686	47 133	47.8	5 360	4 097	30.8	264	237
5039		Construction materials, n.e.c.	25	26	44 453	28 872	54.0	3 545	2 642	34.2	163	157
	5032	Brick, stone, and related construction materials ..	9	6	17 277	6 553	163.7	1 152	799	44.2	51	40
	5033	Roofing, siding, and insulation materials	6	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5039	Construction materials, n.e.c.	10	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	18	15	12 475	12 631	-1.2	1 625	1 559	4.2	101	108
5041	5091	Sporting and recreational goods and supplies	10	7	(D)	3 514	(D)	(D)	485	(D)	(D)	32
5042	5092	Toys and hobby goods and supplies	7	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5043	5043	Photographic equipment and supplies	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505		Metals and minerals, except petroleum	8	8	9 719	4 541	114.0	1 327	538	146.7	84	45
5051	5051	Metals service centers and offices	7	8	(D)	4 541	(D)	(D)	538	(D)	(D)	45
5052	5052	Coal and other minerals and ores	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
506		Electrical goods	63	61	130 409	99 849	30.6	12 624	11 880	6.3	603	715
5063		Electrical apparatus and equipment, wiring supplies, and construction materials	38	38	(D)	69 466	(D)	(D)	8 711	(D)	(D)	511
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials	32	(NA)	67 569	(NA)	(NA)	7 826	(NA)	(NA)	338	(NA)
	5065 pt.	Electronic parts and equipment, n.e.c.	2	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5084 pt.	Industrial machinery and equipment	4	(NA)	6 677	(NA)	(NA)	452	(NA)	(NA)	20	(NA)
5064	5064	Electrical appliances, television and radio sets	8	7	20 496	25 183	-18.6	1 227	2 119	-42.1	74	137
5065	5065 pt.	Electronic parts and equipment, n.e.c.	17	16	(D)	5 200	(D)	(D)	1 050	(D)	(D)	67
507		Hardware, and plumbing and heating equipment and supplies	67	63	84 472	58 605	44.1	8 943	5 754	55.4	434	369
5072	5072	Hardware	10	9	(D)	6 081	(D)	(D)	787	(D)	(D)	53
5074	5074	Plumbing and heating equipment and supplies (hydronics)	39	38	48 917	36 902	32.6	4 884	3 598	35.7	245	232
5075	5075	Warm air heating and air-conditioning equipment and supplies	15	12	17 754	9 111	94.9	1 990	757	162.9	82	52
5078	5078	Refrigeration equipment and supplies	3	4	(D)	6 511	(D)	(D)	612	(D)	(D)	32
509		Machinery, equipment, and supplies	392	419	597 556	717 719	-16.8	66 810	67 540	-1.1	3 485	4 197
5081		Commercial machines and equipment	60	48	86 140	127 304	-32.3	16 144	15 586	3.6	718	860
	5044	Office equipment	33	(NA)	25 446	(NA)	(NA)	5 834	(NA)	(NA)	362	(NA)
	5045	Computers and computer peripheral equipment and software	19	(NA)	55 388	(NA)	(NA)	9 443	(NA)	(NA)	310	(NA)
	5046	Commercial equipment, n.e.c.	8	8	5 306	(D)	(D)	867	(D)	(D)	46	(D)
5082	5082	Construction and mining (except petroleum) machinery and equipment	23	22	53 547	63 786	-16.1	7 153	8 151	-12.3	294	410
5083	5083	Farm and garden machinery and equipment	210	258	327 340	437 709	-25.2	28 065	32 726	-14.3	1 692	2 201
5084	5084 pt.	Industrial machinery and equipment	30	26	50 607	27 690	82.8	6 161	3 272	88.3	286	183
5085	5085	Industrial supplies	15	10	15 627	6 676	134.1	1 651	1 010	63.5	86	62
5086		Professional equipment and supplies	32	30	(D)	38 659	(D)	(D)	4 524	(D)	(D)	300
	5047	Medical, dental, and hospital equipment and supplies	10	7	15 923	(D)	(D)	2 229	(D)	(D)	117	(D)
	5048	Ophthalmic goods	8	8	(D)	3 153	(D)	(D)	741	(D)	(D)	67
	5049	Professional equipment and supplies, n.e.c.	14	15	31 153	(D)	(D)	2 317	(D)	(D)	118	(D)
5087	5087	Service establishment equipment and supplies	20	22	(D)	13 967	(D)	(D)	2 120	(D)	(D)	168
5088	5088	Transportation equipment and supplies, except motor vehicles	2	3	(D)	1 928	(D)	(D)	151	(D)	(D)	13
509		Miscellaneous durable goods	37	32	(D)	8 120	(D)	(D)	1 501	(D)	(D)	122
5093	5093	Scrap and waste materials	20	24	11 980	6 562	82.6	1 638	1 169	40.1	121	98
5094	5094	Jewelry, watches, precious stones, and precious metals	5	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c.	12	6	13 695	(D)	(D)	1 853	(D)	(D)	64	(D)

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Wholesale trade—Con.										
51		Nondurable goods	977	1 081	(D)	3 721 271	(D)	(D)	111 572	(D)	(D)	8 638
511		Paper and paper products	31	27	38 474	26 705	44.1	5 378	3 471	54.9	264	191
5111	5111	Printing and writing paper	4	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	5112	Stationery and office supplies	21	17	15 652	9 137	71.3	2 124	1 635	29.9	127	102
5113	5113	Industrial and personal service paper	6	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512		Drugs, drug proprietaries, and druggists' sundries	5	4	77 757	(D)	(D)	3 163	(D)	(D)	188	(D)
5122	5122	Drugs, drug proprietaries, and druggists' sundries ..	5	4	77 757	(D)	(D)	3 163	(D)	(D)	188	(D)
513		Apparel, piece goods, and notions	3	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5133	5131 pt.	Piece goods	—	—	—	—	—	—	—	—	—	—
5134	5131 pt.	Notions and other dry goods	—	—	—	—	—	—	—	—	—	—
5136	5136	Men's and boys' clothing and furnishings	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	5137	Women's, children's, and infants' clothing and accessories	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	5139	Footwear	—	—	—	—	—	—	—	—	—	—
514		Groceries and related products	81	83	344 473	229 459	50.1	17 974	16 632	8.1	997	1 032
5141	5141	Groceries, general line	13	10	(D)	109 723	(D)	(D)	7 422	(D)	(D)	422
5142	5142	Packaged frozen foods	9	6	21 473	19 495	10.1	2 894	2 142	35.1	171	107
5143	5143	Dairy products, except dried or canned	17	22	24 195	18 631	29.9	650	1 570	-58.6	49	119
5144	5144	Poultry and poultry products	7	13	(D)	17 599	(D)	(D)	804	(D)	(D)	91
5145	5145	Confectionery	9	5	13 106	4 517	190.1	808	196	312.2	47	16
5146	5146	Fish and seafoods	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	5147	Meats and meat products	6	6	34 973	25 848	35.3	1 968	1 395	41.1	117	99
5148	5148	Fresh fruits and vegetables	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	5149	Groceries and related products, n.e.c.	16	17	39 234	(D)	(D)	3 175	(D)	(D)	154	(D)
515		Farm-product raw materials	365	380	2 415 808	2 168 600	11.4	35 198	31 025	13.5	3 062	3 115
5152	5159 pt.	Cotton	—	—	—	—	—	—	—	—	—	—
5153	5153	Grain and field beans	281	294	910 094	795 999	14.3	26 572	23 023	15.4	1 516	1 558
5154	5154	Livestock	74	73	1 487 765	1 356 717	9.7	8 066	7 370	9.4	1 501	1 430
5159	5159 pt.	Farm-product raw materials, n.e.c.	10	13	17 949	15 884	13.0	560	632	-11.4	45	127
516		Chemicals and allied products	20	14	(D)	33 605	(D)	(D)	2 144	(D)	(D)	125
5161		Chemicals and allied products	20	14	(D)	33 605	(D)	(D)	2 144	(D)	(D)	125
	5162	Plastics materials and basic forms and shapes ..	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5169	Chemicals and allied products, n.e.c.	19	13	12 734	(D)	(D)	1 922	(D)	(D)	117	(D)
517		Petroleum and petroleum products	204	283	456 237	635 087	-28.2	19 263	20 334	-5.3	1 388	1 593
5171	5171	Petroleum bulk stations and terminals	187	238	427 068	525 239	-18.7	17 739	17 623	.7	1 280	1 374
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	17	45	29 169	109 848	-73.5	1 524	2 711	-43.8	108	219
518		Beer, wine, and distilled alcoholic beverages	30	40	93 186	94 044	-9	8 024	7 911	1.4	375	421
5181	5181	Beer and ale	25	33	58 028	51 222	13.3	4 934	4 584	7.6	241	258
5182	5182	Wine and distilled alcoholic beverages	5	7	35 158	42 822	-17.9	3 090	3 327	-7.1	134	163
519		Miscellaneous nondurable goods	238	246	(D)	469 627	(D)	(D)	26 786	(D)	(D)	1 934
5191	5191	Farm supplies	167	193	234 152	271 327	-13.7	14 857	15 929	-6.7	915	1 160
5194	5194	Tobacco and tobacco products	7	12	49 600	28 424	74.5	3 112	2 113	47.3	168	145
5198	5198	Paints, varnishes and supplies	10	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199		Nondurable goods, n.e.c.	54	33	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c.	4	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5192	Books, periodicals, and newspapers	16	5	12 934	7 606	70.0	2 162	1 235	75.1	126	132
	5193	Flowers, nursery stock, and florists' supplies	4	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5199	Nondurable goods, n.e.c.	30	(NA)	93 584	(NA)	(NA)	6 560	(NA)	(NA)	435	(NA)
		Merchant wholesalers	1 633	1 695	3 539 861	3 005 763	17.8	228 881	195 105	17.3	13 182	13 389
50		Durable goods	762	761	(D)	944 819	(D)	(D)	100 161	(D)	(D)	6 592
501		Motor vehicles and automotive parts and supplies	160	145	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5012	5012	Automobiles and other motor vehicles	21	26	61 107	(D)	(D)	4 598	(D)	(D)	280	(D)
5013		Automotive parts and supplies	127	109	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5013	Motor vehicle supplies and new parts	112	102	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5015 pt.	Motor vehicle parts, used	15	7	11 161	(D)	(D)	1 851	(D)	(D)	138	(D)
5014	5014	Tires and tubes	12	10	15 052	(D)	(D)	1 638	(D)	(D)	90	(D)
502		Furniture and home furnishings	14	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5021	5021	Furniture	7	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	5023	Home furnishings	7	7	(D)	5 357	(D)	(D)	549	(D)	(D)	45
503		Lumber and other construction materials	40	44	106 873	67 506	58.3	8 358	5 984	39.7	406	362
5031	5031	Lumber, plywood, millwork, and wood panels	18	21	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039		Construction materials, n.e.c.	22	23	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5032	Brick, stone, and related construction materials ..	7	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5033	Roofing, siding, and insulation materials	6	6	(D)	8 672	(D)	(D)	677	(D)	(D)	37
	5039	Construction materials, n.e.c.	9	13	6 079	(D)	(D)	737	(D)	(D)	43	(D)

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Merchant wholesalers—Con.										
50		Durable goods—Con.										
504		Sporting, racraational, photographic, and hobby goods, toys and supplies	18	15	12 475	12 631	-1.2	1 625	1 559	4.2	101	108
5041	5091	Sporting and recreational goods and supplies	10	7	(D)	3 514	(D)	(D)	485	(D)	(D)	32
5042	5092	Toys and hobby goods and supplies	7	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5043	5043	Photographic equipment and supplies	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505		Metals and minerals, axcept patrolaum	8	8	9 719	4 541	114.0	1 327	538	146.7	84	45
5051	5051	Metals sarvica cantars and offices	7	8	(D)	4 541	(D)	(D)	538	(D)	(D)	45
5052	5052	Coal and other minarals and oras	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
506		Electrical goods	58	56	114 315	95 134	20.2	12 086	11 499	5.1	582	696
5063		Electrical apparatus and equipmant, wiring supplias, and construction materials	34	36	67 737	(D)	(D)	8 243	(D)	(D)	365	(D)
	5063	Electrical apparatus and equipmant, wiring supplias, and construction materials	31	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5065 pt.	Electronic parts and equipmant, n.e.c.	2	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5084 pt.	Industrial machinery and equipmant	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
5064	5064	Electrical appliances, telavision and radio sets	7	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipmant, n.e.c.	17	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507		Hardware, and plumbing and haating equipmant and supplies	62	59	73 910	49 513	49.3	8 215	5 370	53.0	394	348
5072	5072	Hardware	9	9	(D)	6 081	(D)	(D)	787	(D)	(D)	53
5074	5074	Plumbing and heating equipmant and supplies (hydronics)	36	35	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5075	5075	Warm air heating and air-conditioning equipmant and supplies	14	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	5078	Ratrigaration equipmant and supplies	3	4	(D)	6 511	(D)	(D)	612	(D)	(D)	32
508		Machinery, equipmant, and supplies	365	390	521 507	559 062	-6.7	57 249	55 563	3.0	3 167	3 589
5081		Commercial machines and equipmant	51	40	43 036	(D)	(D)	8 938	(D)	(D)	510	(D)
	5044	Office equipmant	32	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5045	Computers and computer paripheral equipmant and software	12	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5046	Commercial equipmant, n.e.c.	7	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5082	5082	Construction and mining (except patrolaum) machinery and equipmant	23	22	53 547	63 786	-16.1	7 153	8 151	-12.3	294	410
5083	5083	Farm and gardan machinery and equipmant	197	244	303 821	387 339	-21.6	26 479	31 341	-15.5	1 620	2 124
5084	5084 pt.	Industrial machinery and equipmant	29	23	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5085	5085	Industrial supplias	14	10	(D)	6 676	(D)	(D)	1 010	(D)	(D)	62
5086		Professional equipmant and supplies	29	27	48 436	(D)	(D)	4 998	(D)	(D)	260	(D)
	5047	Medical, dantal, and hospital equipmant and supplies	9	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5048	Ophthalmic goods	6	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipmant and supplies, n.a.c.	14	15	31 153	(D)	(D)	2 317	(D)	(D)	118	(D)
5087	5087	Service establistmant equipmant and supplies	20	21	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	5088	Transportation equipmant and supplies, except motor vehicles	2	3	(D)	1 928	(D)	(D)	151	(D)	(D)	13
509		Miscellaneous durable goods	37	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	5093	Scrap and wasta materials	20	23	11 980	(D)	(D)	1 638	(D)	(D)	121	(D)
5094	5094	Jewelry, watches, pracious stones, and pracious metals	5	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c.	12	6	13 695	(D)	(D)	1 853	(D)	(D)	64	(D)
51		Nondurable goods.....	871	934	(D)	2 060 944	(D)	(D)	94 944	(D)	(D)	6 797
511		Paper and paper products	24	23	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	5111	Printing and writing paper	4	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	5112	Stationery and office supplies	14	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	5113	Industrial and parsonal sarvice paper	6	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512		Drugs, drug proprietaries, and druggists' sundries	5	3	77 757	(D)	(D)	3 163	(D)	(D)	188	(D)
5122	5122	Drugs, drug proprietaries, and druggists' sundries ..	5	3	77 757	(D)	(D)	3 163	(D)	(D)	188	(D)
513		Apparel, piece goods, and notions	3	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5133	5131 pt.	Piece goods	-	-	-	-	-	-	-	-	-	-
5134	5131 pt.	Notions and other dry goods	-	-	-	-	-	-	-	-	-	-
5136	5136	Men's and boys' clothing and furnishings	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	5137	Women's, childran's, and infants' clothing and accassonas	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	5139	Footwear	-	-	-	-	-	-	-	-	-	-
514		Grocenas and related products	60	56	293 941	175 596	67.4	13 790	12 318	11.9	782	811
5141	5141	Groceries, ganaral lina	12	10	(D)	109 723	(D)	(D)	7 422	(D)	(D)	422
5142	5142	Packaged frozan foods	7	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	5143	Dairy products, axcept dried or canned	9	5	(D)	1 473	(D)	(D)	126	(D)	(D)	33
5144	5144	Poultry and poultry products	6	11	8 254	(D)	(D)	581	(D)	(D)	58	(D)
5145	5145	Confectionary	7	5	(D)	4 517	(D)	(D)	196	(D)	(D)	16

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Merchant wholesalers—Con.										
51		Nondurable goods—Con.										
514		Groceries and related products—Con.										
5146	5146	Fish and seafoods	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	5147	Meats and meat products	4	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	5148	Fresh fruits and vegetables	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	5149	Groceries and related products, n.e.c.	12	12	23 189	20 645	12.3	1 757	1 831	-4.1	89	110
515		Farm-product raw materials	316	323	1 061 285	824 924	28.7	29 161	23 872	22.2	1 778	1 804
5152	5159 pt.	Cotton	—	—	—	—	—	—	—	—	—	—
5153	5153	Grain and field beans	280	288	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	5154	Livestock	27	23	139 059	64 064	117.1	2 119	949	123.3	225	196
5159	5159 pt.	Farm-product raw materials, n.e.c.	9	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516		Chemicals and allied products	17	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5161		Chemicals and allied products	17	13	9 780	(D)	(D)	1 454	(D)	(D)	99	(D)
	5162	Plastics materials and basic forms and shapes ..	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5169	Chemicals and allied products, n.e.c.	16	12	(D)	9 681	(D)	(D)	1 683	(D)	(D)	109
517		Petroleum and petroleum products	194	242	(D)	459 265	(D)	(D)	18 266	(D)	(D)	1 470
5171	5171	Petroleum bulk stations and terminals	178	198	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	16	44	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518		Beer, wine, and distilled alcoholic beverages	29	38	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	5181	Beer and ale	24	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	5182	Wine and distilled alcoholic beverages	5	6	35 158	(D)	(D)	3 090	(D)	(D)	134	(D)
519		Miscellaneous nondurable goods	223	234	(D)	435 423	(D)	(D)	25 764	(D)	(D)	1 873
5191	5191	Farm supplies	160	185	210 861	(D)	(D)	13 693	(D)	(D)	860	(D)
5194	5194	Tobacco and tobacco products	7	12	49 600	28 424	74.5	3 112	2 113	47.3	168	145
5198	5198	Paints, varnishes and supplies	4	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199		Nondurable goods, n.e.c.	52	33	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c.	4	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5192	Books, periodicals, and newspapers	16	5	12 934	7 606	70.0	2 162	1 235	75.1	126	132
	5193	Flowers, nursery stock, and florists' supplies ..	4	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5199	Nondurable goods, n.e.c.	28	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
		Manufacturers' sales branches and sales offices	74	100	262 147	454 317	-42.3	18 057	21 192	-14.8	698	1 088
50		Durable goods	30	28	94 839	166 894	-43.2	10 622	12 969	-18.1	353	662
501	501 pt.	Motor vehicles and automotive parts and supplies ...	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	502	Furniture and home furnishings	1	—	(D)	—	(X)	(D)	—	(X)	(D)	—
503	503	Lumber and other construction materials	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	—	—	—	—	—	—	—	—	—	—
	504 pt.	Professional and commercial equipment and supplies	—	—	—	—	—	—	—	—	—	—
	509 pt.	Miscellaneous durable goods	—	—	—	—	—	—	—	—	—	—
505	505	Metals and minerals, except petroleum	—	—	—	—	—	—	—	—	—	—
506		Electrical goods	4	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	508 pt.	Machinery, equipment, and supplies	3	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies	2	—	(D)	—	(X)	(D)	—	(X)	(D)	—
508		Machinery, equipment, and supplies	19	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies	10	8	43 587	(D)	(D)	7 251	(D)	(D)	211	(D)
	508 pt.	Machinery, equipment, and supplies	9	12	(D)	50 379	(D)	(D)	1 716	(D)	(D)	82
509	509 pt.	Miscellaneous durable goods	—	—	—	—	—	—	—	—	—	—
51		Nondurable goods	44	72	187 308	287 423	-41.8	7 435	8 223	-9.8	345	424
511	511	Paper and paper products	5	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	512	Drugs, drug proprietaries, and druggists' sundries ...	—	—	—	—	—	—	—	—	—	—
513	513	Apparel, piece goods, and notions	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
514	514	Groceries and related products	15	25	40 504	(D)	(D)	3 888	(D)	(D)	197	(D)
515	515	Farm-product raw materials	—	—	—	—	—	—	—	—	—	—

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Manufacturers' sales branches and sales offices—Con.										
51		Nondurable goods—Con.										
516	516	Chemicals and allied products	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	517	Petroleum and petroleum products	8	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	518	Beer, wine, and distilled alcoholic beverages	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
519		Miscellaneous nondurable goods	14	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	519	Miscellaneous nondurable goods	14	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
		Agents, brokers, and commission merchants	76	94	1 389 620	1 393 814	-3	7 785	9 610	-19.0	1 402	1 489
50		Durable goods	14	19	18 193	20 910	-13.0	939	1 205	-22.1	53	72
501	501 pt.	Motor vehicles and automotive parts and supplies ...	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
502	502	Furniture and home furnishings	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	503	Lumber and other construction materials	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	-	-	-	-	-	-	-	-	-	-
	504 pt.	Professional and commercial equipment and supplies	-	-	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods	-	-	-	-	-	-	-	-	-	-
505	505	Metals and minerals, except petroleum	-	-	-	-	-	-	-	-	-	-
506		Electrical goods	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	508 pt.	Machinery, equipment, and supplies	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies	3	4	(D)	9 092	(D)	(D)	384	(D)	(D)	21
508		Machinery, equipment, and supplies	8	9	(D)	6 985	(D)	(D)	354	(D)	(D)	25
	504 pt.	Professional and commercial equipment and supplies	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies	6	6	9 966	5 544	79.8	445	277	60.6	25	20
509	509 pt.	Miscellaneous durable goods	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
51		Nondurable goods	62	75	1 371 427	1 372 904	-1	6 846	8 405	-18.6	1 349	1 417
511	511	Paper and paper products	2	-	(D)	-	(X)	(D)	-	(X)	(D)	-
512	512	Drugs, drug proprietaries, and druggists' sundries ...	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
513	513	Apparel, piece goods, and notions	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
514	514	Groceries and related products	6	2	10 028	(D)	(D)	296	(D)	(D)	18	(D)
515	515	Farm-product raw materials	49	57	1 354 523	(D)	(D)	6 037	(D)	(D)	1 284	(D)
516	516	Chemicals and allied products	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
517	517	Petroleum and petroleum products	2	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	518	Beer, wine, and distilled alcoholic beverages	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
519		Miscellaneous nondurable goods	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	519	Miscellaneous nondurable goods	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)

Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
		Wholesale trade -----	1 783	5 191 628	254 723	60 495	15 282	521 877	472 977	498 275
5013	5013	Automotive parts and supplies -----	128	100 324	15 452	3 788	990	27 926	19 191	20 246
	5015 pt.	Motor vehicle parts and supplies -----	113	89 163	13 601	3 333	852	24 585	17 746	18 821
		Motor vehicle parts, used -----	15	11 161	1 851	455	138	3 341	1 445	1 425
5039	5032	Construction materials, n.e.c. -----	25	44 453	3 545	695	163	7 359	4 122	4 372
	5033	Brick, stone, and related construction materials -----	9	17 277	1 152	231	51	2 491	481	521
	5039	Roofing, siding, and insulation materials -----	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Construction materials, n.e.c. -----	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5041	5091	Sporting and recreational goods and supplies -----	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5042	5092	Toys and hobby goods and supplies -----	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063		Electrical apparatus and equipment, wiring supplies, and construction equipment -----	38	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5063	Electrical apparatus and equipment, wiring supplies, and construction equipment -----	32	67 569	7 826	1 997	338	14 338	10 468	12 628
	5065 pt.	Electrical parts and equipment, n.e.c. -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5084 pt.	Industrial machinery and equipment -----	4	6 677	452	148	20	1 003	44	52
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5081		Commercial machines and equipment -----	60	86 140	16 144	3 962	718	28 837	10 709	11 369
	5044	Office equipment -----	33	25 446	5 834	1 478	362	9 682	3 560	4 149
	5045	Computers and computer peripheral equipment and software -----	19	55 388	9 443	2 267	310	17 418	6 359	6 301
	5046	Commercial equipment, n.e.c. -----	8	5 306	867	217	46	1 737	790	919
5084	5084 pt.	Industrial machinery and equipment -----	30	50 607	6 161	1 897	286	10 136	10 083	10 499
5086		Professional equipment and supplies -----	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5047	Medical, dental, and hospital equipment and supplies -----	10	15 923	2 229	485	117	4 413	1 882	1 407
	5048	Ophthalmic goods -----	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c. -----	14	31 153	2 317	565	118	4 599	4 240	3 650
5099	5099 pt.	Durable goods, n.e.c. -----	12	13 695	1 853	497	64	3 823	1 498	1 607
5133	5131 pt.	Piece goods -----	-	-	-	-	-	-	-	-
5134	5131 pt.	Notions and other dry goods -----	-	-	-	-	-	-	-	-
5152	5159 pt.	Cotton -----	-	-	-	-	-	-	-	-
5159	5159 pt.	Farm-product raw materials, n.e.c. -----	10	17 949	560	128	45	2 139	698	1 679
5161		Chemicals and allied products -----	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5162	Plastics materials and basic forms and shapes -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5169	Chemicals and allied products, n.e.c. -----	19	12 734	1 922	467	117	3 779	1 064	1 164
5199		Nondurable goods, n.e.c. -----	54	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c. -----	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5192	Books, periodicals, and newspapers -----	16	12 934	2 162	522	126	4 016	513	457
	5193	Flowers, nursery stock, and florists' supplies -----	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5199	Nondurable goods, n.e.c. -----	30	93 584	6 560	1 674	435	9 793	16 778	17 715
		Merchant Wholesalers -----	1 633	3 539 861	228 881	54 106	13 182	470 022	447 922	474 199
5013	5013	Automotive parts and supplies -----	127	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5015 pt.	Motor vehicle parts and supplies -----	112	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Motor vehicle parts, used -----	15	11 161	1 851	455	138	3 341	1 445	1 425
5039	5032	Construction materials, n.e.c. -----	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5033	Brick, stone, and related construction materials -----	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5039	Roofing, siding, and insulation materials -----	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Construction materials, n.e.c. -----	9	6 079	737	131	43	1 653	1 187	1 292
5041	5091	Sporting and recreational goods and supplies -----	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5042	5092	Toys and hobby goods and supplies -----	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063		Electrical apparatus and equipment, wiring supplies, and construction equipment -----	34	67 737	8 243	2 034	365	14 819	10 602	12 781
	5063	Electrical apparatus and equipment, wiring supplies, and construction equipment -----	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5065 pt.	Electrical parts and equipment, n.e.c. -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5084 pt.	Industrial machinery and equipment -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5081		Commercial machines and equipment -----	51	43 036	8 938	2 188	510	15 842	5 932	7 015
	5044	Office equipment -----	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5045	Computers and computer peripheral equipment and software -----	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5046	Commercial equipment, n.e.c. -----	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	5084 pt.	Industrial machinery and equipment -----	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5086		Professional equipment and supplies -----	29	48 436	4 998	1 158	260	9 916	6 296	5 233
	5047	Medical, dental, and hospital equipment and supplies -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5048	Ophthalmic goods -----	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c. -----	14	31 153	2 317	565	118	4 599	4 240	3 650
5099	5099 pt.	Durable goods, n.e.c. -----	12	13 695	1 853	497	64	3 823	1 498	1 607
5133	5131 pt.	Piece goods -----	-	-	-	-	-	-	-	-
5134	5131 pt.	Notions and other dry goods -----	-	-	-	-	-	-	-	-
5152	5159 pt.	Cotton -----	-	-	-	-	-	-	-	-
5159	5159 pt.	Farm-product raw materials, n.e.c. -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5161		Chemicals and allied products -----	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5162	Plastics materials and basic forms and shapes -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5169	Chemicals and allied products, n.e.c. -----	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
Merchant Wholesalers—Con.										
5199		Nondurable goods, n.e.c.	52	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c.	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5192	Books, periodicals, and newspapers	16	12 934	2 162	522	126	4 016	513	457
	5193	Flowers, nursery stock, and florists' supplies	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5199	Nondurable goods, n.e.c.	28	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Manufacturers' sales branches and offices ...			74	262 147	18 057	4 349	698	33 699	24 401	23 576
501	501 pt.	Motor vehicles and automotive parts and supplies	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic and hobby goods, toys and supplies	-	-	-	-	-	-	-	-
	504 pt.	Professional and commercial equipment and supplies	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods	-	-	-	-	-	-	-	-
506		Electrical goods	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies	19	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies	10	43 587	7 251	1 783	211	12 962	4 827	4 428
	508 pt.	Machinery, equipment, and supplies	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods	-	-	-	-	-	-	-	-
519		Miscellaneous nondurable goods	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods	-	-	-	-	-	-	-	-
	519	Miscellaneous nondurable goods	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Agents, brokers, and commission merchants ..			76	1 389 620	7 785	2 040	1 402	18 156	654	500
501	501 pt.	Motor vehicles and automotive parts and supplies	-	-	-	-	-	-	-	-
504		Sporting, recreational, photographic and hobby goods, toys and supplies	-	-	-	-	-	-	-	-
	504 pt.	Professional and commercial equipment and supplies	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods	-	-	-	-	-	-	-	-
506		Electrical goods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies	-	-	-	-	-	-	-	-
508		Machinery, equipment, and supplies	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies	6	9 966	445	100	25	767	206	24
509	509 pt.	Miscellaneous durable goods	-	-	-	-	-	-	-	-
519		Miscellaneous nondurable goods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods	-	-	-	-	-	-	-	-
	519	Miscellaneous nondurable goods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F.]

Geographic area	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
					Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
South Dakota	1 793	5 193 969	255 040	15 311	1 643	3 542 202	229 198	13 211	150	1 651 767
Aurora County	9	(D)	(D)	(D)	9	(D)	(D)	(D)	-	-
Beadle County	48	(D)	(D)	(D)	42	83 757	5 070	276	6	(D)
Huron	30	(D)	(D)	(D)	27	(D)	(D)	(D)	3	(D)
Balance of county	18	87 587	2 404	164	15	(D)	(D)	(D)	3	(D)
Bennett County	4	(D)	(D)	(D)	3	4 040	414	23	1	(D)
Bon Homme County	23	(D)	(D)	(D)	22	38 123	1 477	135	1	(D)
Brookings County	41	(D)	(D)	(D)	39	220 849	9 571	484	2	(D)
Brookings	23	(D)	(D)	(D)	21	(D)	(D)	(D)	2	(D)
Balance of county	18	(D)	(D)	(D)	18	(D)	(D)	(D)	-	-
Brown County	116	(D)	(D)	(D)	106	293 830	16 284	949	10	(D)
Aberdeen	70	(D)	(D)	(D)	61	(D)	(D)	(D)	9	(D)
Balance of county	46	144 787	4 308	305	45	(D)	(D)	(D)	1	(D)
Brule County	17	(D)	(D)	(D)	14	22 409	1 010	67	3	(D)
Buffalo County	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
Butte County	27	(D)	(D)	(D)	25	29 645	2 482	149	2	(D)
Belle Fourche	19	(D)	(D)	(D)	18	(D)	(D)	(D)	1	(D)
Balance of county	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
Campbell County	7	(D)	(D)	(D)	6	8 469	381	29	1	(D)
Charles Mix County	27	(D)	(D)	(D)	27	(D)	(D)	(D)	-	-
Clark County	12	(D)	(D)	(D)	10	38 072	1 004	60	2	(D)
Clay County	19	(D)	(D)	(D)	18	(D)	(D)	(D)	1	(D)
Vermillion	12	(D)	(D)	(D)	12	(D)	(D)	(D)	-	-
Balance of county	7	4 810	220	26	6	(D)	(D)	(D)	1	(D)
Codington County	71	(D)	(D)	(D)	67	105 835	8 860	510	4	(D)
Watertown	53	(D)	(D)	(D)	49	83 553	7 614	430	4	(D)
Balance of county	18	22 282	1 246	80	18	22 282	1 246	80	-	-
Corson County	10	(D)	(D)	(D)	9	11 296	544	55	1	(D)
Custer County	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
Davison County	48	84 126	5 519	351	45	(D)	(D)	(D)	3	(D)
Mitchell	30	56 227	3 601	235	28	(D)	(D)	(D)	2	(D)
Balance of county	18	27 899	1 918	116	17	(D)	(D)	(D)	1	(D)
Day County	25	37 873	2 193	158	24	(D)	(D)	(D)	1	(D)
Deuel County	10	10 046	562	40	10	10 046	562	40	-	-
Dewey County	7	5 407	213	14	7	5 407	213	14	-	-
Douglas County	14	25 318	1 366	92	14	25 318	1 366	92	-	-
Edmunds County	17	34 543	1 523	97	17	34 543	1 523	97	-	-
Fall River County	4	6 139	350	41	3	(D)	(D)	(D)	1	(D)
Hot Springs	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Balance of county	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
Faulk County	11	10 551	741	45	11	10 551	741	45	-	-
Grant County	26	121 362	7 749	492	25	(D)	(D)	(D)	1	(D)
Milbank	18	98 143	6 607	425	17	(D)	(D)	(D)	1	(D)
Balance of county	8	23 219	1 142	67	8	23 219	1 142	67	-	-
Gregory County	17	21 729	1 345	110	16	(D)	(D)	(D)	1	(D)
Haakon County	10	14 460	856	64	10	14 460	856	64	-	-
Hamlin County	14	28 169	1 427	82	14	28 169	1 427	82	-	-
Hand County	15	30 589	2 098	149	14	(D)	(D)	(D)	1	(D)
Hanson County	8	16 752	476	42	8	16 752	476	42	-	-
Harding County	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
Hughes County	36	50 179	3 336	207	32	(D)	(D)	(D)	4	(D)
Pierre	31	43 864	3 142	194	27	(D)	(D)	(D)	4	(D)
Balance of county	5	6 315	194	13	5	6 315	194	13	-	-
Hutchinson County	30	59 944	2 508	208	28	(D)	(D)	(D)	2	(D)
Hyde County	6	(D)	(D)	(D)	5	13 588	495	38	1	(D)
Jackson County	5	8 308	269	20	5	8 308	269	20	-	-
Jerauld County	7	30 401	1 071	65	7	30 401	1 071	65	-	-
Jones County	5	5 448	222	16	4	(D)	(D)	(D)	1	(D)
Kingsbury County	25	49 914	1 909	125	25	49 914	1 909	125	-	-
Lake County	24	71 472	2 268	171	22	(D)	(D)	(D)	2	(D)
Madison	11	(D)	(D)	(D)	11	(D)	(D)	(D)	-	-
Balance of county	13	(D)	(D)	(D)	11	(D)	(D)	(D)	2	(D)

**Table 5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More:
1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
					Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
South Dakota—Con.										
Lawrence County	28	41 276	2 292	202	26	(D)	(D)	(D)	2	(D)
Lead	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Spearfish	15	(D)	(D)	(D)	14	(D)	(D)	(D)	1	(D)
Balance of county	12	32 661	1 662	143	11	(D)	(D)	(D)	1	(D)
Lincoln County	35	98 664	3 474	236	31	79 823	3 015	193	4	18 841
Canton	10	69 965	1 963	139	9	(D)	(D)	(D)	1	(D)
Sioux Falls (part) ▲	-	-	-	-	-	-	-	-	-	-
Balance of county	25	28 699	1 511	97	22	(D)	(D)	(D)	3	(D)
Lyman County	9	63 959	802	83	8	(D)	(D)	(D)	1	(D)
McCook County	25	38 470	1 551	115	25	38 470	1 551	115	-	-
McPherson County	10	11 938	670	51	10	11 938	670	51	-	-
Marshall County	20	59 283	1 560	127	17	(D)	(D)	(D)	3	(D)
Meade County	29	79 003	2 180	227	28	(D)	(D)	(D)	1	(D)
Sturgis	14	(D)	(D)	(D)	14	(D)	(D)	(D)	-	-
Balance of county	15	(D)	(D)	(D)	14	(D)	(D)	(D)	1	(D)
Mellette County	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
Miner County	14	21 853	1 282	92	14	21 853	1 282	92	-	-
Minnehaha County	375	1 439 798	86 564	4 255	320	897 944	75 259	3 744	55	541 854
Brandon City	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Sioux Falls (part) ▲	321	1 354 133	79 171	3 820	270	818 634	68 541	3 341	51	535 499
Balance of county	53	(D)	(D)	(D)	49	(D)	(D)	(D)	4	6 355
Moody County	16	29 991	2 480	132	16	29 991	2 480	132	-	-
Pennington County	167	388 190	29 858	1 558	152	327 558	27 008	1 425	15	60 632
Box Elder	-	-	-	-	-	-	-	-	-	-
Rapid City	139	364 423	27 520	1 408	125	(D)	(D)	(D)	14	(D)
Balance of county	28	23 767	2 338	150	27	(D)	(D)	(D)	1	(D)
Perkins County	15	25 170	1 042	126	13	(D)	(D)	(D)	2	(D)
Potter County	14	20 118	998	64	13	(D)	(D)	(D)	1	(D)
Roberts County	30	124 335	2 573	179	27	(D)	(D)	(D)	3	(D)
Sisseton	10	90 207	1 093	91	7	(D)	(D)	(D)	3	(D)
Balance of county	20	34 128	1 480	88	20	34 128	1 480	88	-	-
Sanborn County	4	5 161	269	20	4	5 161	269	20	-	-
Shannon County	-	-	-	-	-	-	-	-	-	-
Spink County	32	72 097	2 881	208	31	(D)	(D)	(D)	1	(D)
Redfield	12	36 587	1 021	98	11	(D)	(D)	(D)	1	(D)
Balance of county	20	35 510	1 860	110	20	35 510	1 860	110	-	-
Stanley County	5	(D)	(D)	(D)	3	(D)	(D)	(D)	2	(D)
Sully County	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
Todd County	4	7 014	378	32	4	7 014	378	32	-	-
Tripp County	22	72 992	3 392	234	20	(D)	(D)	(D)	2	(D)
Winner	16	55 702	1 849	166	14	(D)	(D)	(D)	2	(D)
Balance of county	6	17 290	1 543	68	6	17 290	1 543	68	-	-
Turner County	22	32 482	1 842	138	22	32 482	1 842	138	-	-
Union County	18	42 538	1 811	110	18	42 538	1 811	110	-	-
Walworth County	23	59 085	1 966	186	21	(D)	(D)	(D)	2	(D)
Mobridge	12	22 099	788	87	11	(D)	(D)	(D)	1	(D)
Balance of county	11	36 986	1 178	99	10	(D)	(D)	(D)	1	(D)
Yankton County	59	190 293	6 595	439	55	(D)	(D)	(D)	4	(D)
Yankton	40	121 438	4 173	276	37	(D)	(D)	(D)	3	(D)
Balance of county	19	68 855	2 422	163	18	(D)	(D)	(D)	1	(D)
Ziebach County	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-

Table 6. Summary Statistics for Places With 200 Establishments or More: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	SIoux FALLS ▲										
	Wholesale trade	321	1 354 133	79 171	3 820	270	818 634	68 541	3 341	51	535 499
50	Durable goods	223	486 823	52 854	2 451	203	442 308	47 036	2 248	20	44 515
501	Motor vehicles and motor vehicle parts and supplies	41	80 919	7 270	431	40	(D)	(D)	(D)	1	(D)
502	Furniture and home furnishings	7	5 375	784	43	6	(D)	(D)	(D)	1	(D)
503	Lumber and other construction materials	18	71 703	4 860	217	17	(D)	(D)	(D)	1	(D)
504	Professional and commercial equipment and supplies	47	72 718	11 594	527	40	58 738	7 465	393	7	13 980
505	Metals and minerals, except petroleum	3	1 308	158	19	3	1 308	158	19	-	-
506	Electrical goods	19	81 903	7 009	315	18	(D)	(D)	(D)	1	(D)
507	Hardware, and plumbing and heating equipment and supplies	22	44 471	4 776	215	21	(D)	(D)	(D)	1	(D)
508	Machinery, equipment, and supplies	54	108 999	13 807	564	46	93 358	12 691	516	8	15 641
509	Miscellaneous durable goods	12	19 427	2 596	120	12	19 427	2 596	120	-	-
51	Nondurable goods	98	867 310	26 317	1 369	67	376 326	21 505	1 093	31	490 984
511	Paper and paper products	11	24 028	3 401	133	7	19 439	2 936	125	4	4 589
512	Drugs, drug proprietaries, and druggists' sundries ..	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
514	Groceries and related products	19	145 665	8 117	426	11	124 992	5 946	288	8	20 673
515	Farm-product raw materials	15	441 522	1 834	131	6	(D)	(D)	(D)	9	(D)
516	Chemicals and allied products	7	(D)	(D)	(D)	5	3 632	856	43	2	(D)
517	Petroleum and petroleum products	10	114 145	1 628	93	7	(D)	(D)	(D)	3	(D)
518	Beer, wine, and distilled alcoholic beverages	7	41 641	3 933	166	7	41 641	3 933	166	-	-
519	Miscellaneous nondurable goods	26	50 774	4 301	222	21	31 643	3 580	185	5	19 131

Table 7. Summary Statistics for Counties With 200 Establishments or More: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	MINNEHAHA COUNTY (Coextensive with Sioux Falls, SD MSA; see table 8.)										

Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	RAPID CITY, SD MSA										
	Wholesale trade	167	388 190	29 858	1 558	152	327 558	27 008	1 425	15	60 832
50	Durable goods	103	142 253	17 955	922	98	129 754	16 872	873	5	12 499
501	Motor vehicles and motor vehicle parts and supplies	16	19 709	3 732	203	16	19 709	3 732	203	-	-
502	Furniture and home furnishings	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
503	Lumber and other construction materials	9	13 548	714	35	8	(D)	(D)	(D)	1	(D)
504	Professional and commercial equipment and supplies	15	15 942	3 413	170	13	(D)	(D)	(D)	2	(D)
505	Metals and minerals, except petroleum	-	-	-	-	-	-	-	-	-	-
506	Electrical goods	12	18 446	1 773	86	12	18 446	1 773	86	-	-
507	Hardware, and plumbing and heating equipment and supplies	15	20 403	1 883	98	14	(D)	(D)	(D)	1	(D)
508	Machinery, equipment, and supplies	23	40 968	4 542	239	22	(D)	(D)	(D)	1	(D)
509	Miscellaneous durable goods	11	(D)	(D)	(D)	11	(D)	(D)	(D)	-	-
51	Nondurable goods	84	245 937	11 903	836	54	197 804	10 138	552	10	48 133
511	Paper and paper products	5	4 897	590	35	4	(D)	(D)	(D)	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries ..	-	-	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	9	(D)	(D)	(D)	7	(D)	(D)	(D)	2	(D)
514	Groceries and related products	6	10 918	184	13	5	(D)	(D)	(D)	1	(D)
515	Farm-product raw materials	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
516	Chemicals and allied products	12	55 761	1 318	82	11	(D)	(D)	(D)	1	(D)
517	Petroleum and petroleum products	7	23 165	1 984	90	6	(D)	(D)	(D)	1	(D)
518	Bear, wine, and distilled alcoholic beverages	22	39 344	3 164	192	19	36 456	2 816	176	3	2 888
519	Miscellaneous nondurable goods										
	SIOUX FALLS, SD MSA										
	Wholesale trade	375	1 439 798	86 564	4 255	320	897 944	75 259	3 744	55	541 854
50	Durable goods	245	517 387	56 047	2 642	225	472 872	50 229	2 439	20	44 515
501	Motor vehicles and motor vehicle parts and supplies	45	96 468	8 858	523	44	(D)	(D)	(D)	1	(D)
502	Furniture and home furnishings	7	5 375	784	43	6	(D)	(D)	(D)	1	(D)
503	Lumber and other construction materials	19	72 654	4 908	222	18	(D)	(D)	(D)	1	(D)
504	Professional and commercial equipment and supplies	50	73 873	11 659	535	43	(D)	(D)	(D)	7	(D)
505	Metals and minerals, except petroleum	3	1 308	158	19	3	1 308	158	19	-	-
506	Electrical goods	20	82 029	7 022	317	19	(D)	(D)	(D)	1	(D)
507	Hardware, and plumbing and heating equipment and supplies	22	44 471	4 776	215	21	(D)	(D)	(D)	1	(D)
508	Machinery, equipment, and supplies	66	121 499	15 265	647	58	105 858	14 149	599	8	15 641
509	Miscellaneous durable goods	13	19 710	2 617	121	13	19 710	2 617	121	-	-
51	Nondurable goods	130	922 411	30 517	1 813	95	425 072	25 030	1 305	35	497 339
511	Paper and paper products	13	27 306	3 651	140	8	(D)	(D)	(D)	5	(D)
512	Drugs, drug proprietaries, and druggists' sundries ..	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
514	Groceries and related products	20	147 599	8 349	447	12	(D)	(D)	(D)	8	20 673
515	Farm-product raw materials	27	477 351	3 395	212	17	(D)	(D)	(D)	10	(D)
516	Chemicals and allied products	9	5 268	1 040	54	7	(D)	(D)	(D)	2	(D)
517	Petroleum and petroleum products	17	120 557	2 710	165	13	(D)	(D)	(D)	4	(D)
518	Bear, wine, and distilled alcoholic beverages	7	41 641	3 933	166	7	41 641	3 933	166	-	-
519	Miscellaneous nondurable goods	34	57 847	5 322	281	28	37 216	4 174	228	6	20 631

Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1962 and 1967 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	Wholesale trade -----	1 251	3 365 981	136 616	9 496	1 171	2 316 700	126 931	6 042	80	1 049 261
50	Durable goods -----	472	666 376	60 267	3 566	453	630 360	55 627	3 412	19	56 016
501	Motor vehicles and motor vehicle parts and supplies -----	110	62 647	9 415	663	110	62 647	9 415	663	-	-
5012	Automobiles and other motor vehicles -----	11	(D)	(D)	(D)	11	(D)	(D)	(D)	-	-
5013	Motor vehicle supplies and new parts -----	77	37 428	6 710	456	77	37 426	6 710	456	-	-
5014	Tires and tubes -----	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
5015	Motor vehicle parts, used -----	16	6 948	760	67	16	6 946	780	67	-	-
502	Furniture and home furnishings -----	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
5021	Furniture -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5023	Home furnishings -----	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
503	Lumber and other construction materials -----	16	27 937	3 283	170	14	(D)	(D)	(D)	2	(D)
5031	Lumber, plywood, millwork, and wood panels -----	6	14 826	1 966	113	7	(D)	(D)	(D)	1	(D)
5032	Brick, stone, and related construction materials -----	5	(D)	(D)	(D)	4	2 856	517	27	1	(D)
5033	Roofing, siding, and insulation materials -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5039	Construction materials, n.a.c. -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
504	Professional and commercial equipment and supplies -----	28	48 387	6 344	292	25	(D)	(D)	(D)	3	(D)
5043	Photographic equipment and supplies -----	-	-	-	-	-	-	-	-	-	-
5044	Office equipment -----	11	8 972	1 971	142	11	6 972	1 971	142	-	-
5045	Computers and computer peripheral equipment and software -----	5	(D)	(D)	(D)	3	(D)	(D)	(D)	2	(D)
5046	Commercial equipment, n.a.c. -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5047	Medical, dental, and hospital equipment and supplies -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5048	Ophthalmic goods -----	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
5049	Professional equipment and supplies, n.e.c. -----	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
505	Metals and minerals, except petroleum -----	5	6 411	1 169	65	5	6 411	1 169	65	-	-
5051	Metals service centers and offices -----	5	8 411	1 169	65	5	6 411	1 169	65	-	-
5052	Coal and other minerals and ores -----	-	-	-	-	-	-	-	-	-	-
506	Electrical goods -----	27	23 257	3 377	160	26	(D)	(D)	(D)	1	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	16	19 901	2 655	133	15	(D)	(D)	(D)	1	(D)
5064	Electrical appliances, television and radio sets -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5065	Electronic parts and equipment, n.a.c. -----	10	(D)	(D)	(D)	10	(D)	(D)	(D)	-	-
507	Hardware, and plumbing and heating equipment and supplies -----	30	19 596	2 284	121	27	(D)	(D)	(D)	3	(D)
5072	Hardware -----	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	22	17 753	2 015	104	20	(D)	(D)	(D)	2	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	4	556	58	5	4	556	58	5	-	-
5076	Refrigeration equipment and supplies -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
508	Machinery, equipment, and supplies -----	215	303 764	26 060	1 627	206	(D)	(D)	(D)	9	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	7	5 566	771	39	7	5 566	771	39	-	-
5083	Farm and garden machinery and equipment -----	162	287 365	23 926	1 498	173	(D)	(D)	(D)	9	(D)
5084	Industrial machinery and equipment -----	7	5 526	661	33	7	5 526	661	33	-	-
5085	Industrial supplies -----	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
5087	Service establishment equipment and supplies -----	12	2 076	311	32	12	2 076	311	32	-	-
5088	Transportation equipment and supplies, except motor vehicles -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
509	Miscellaneous durable goods -----	34	(D)	(D)	(D)	34	(D)	(D)	(D)	-	-
5091	Sporting and recreational goods and supplies -----	7	2 670	396	31	7	2 670	396	31	-	-
5092	Toys and hobby goods and supplies -----	4	176	21	4	4	176	21	4	-	-
5093	Scrap and waste materials -----	13	7 427	910	75	13	7 427	910	75	-	-
5094	Jewelry, watches, precious stones, and precious metals -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5099	Durable goods, n.a.c. -----	9	(D)	(D)	(D)	9	(D)	(D)	(D)	-	-
51	Nondurable goods -----	779	2 679 603	78 331	5 932	716	1 686 340	71 304	4 630	61	993 263
511	Paper and paper products -----	13	8 271	1 137	69	12	(D)	(D)	(D)	1	(D)
5111	Printing and writing paper -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5112	Stationery and office supplies -----	10	(D)	(D)	(D)	9	(D)	(D)	(D)	1	(D)
5113	Industrial and personal service paper -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
512	Drugs, drug proprietaries, and druggists' sundries -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5122	Drugs, drug proprietaries, and druggists' sundries -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5131	Piece goods, notions, and other dry goods -----	-	-	-	-	-	-	-	-	-	-
5136	Men's and boys' clothing and furnishings -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5137	Women's, children's and infants' clothing and accessories -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5139	Footwear -----	-	-	-	-	-	-	-	-	-	-
514	Groceries and related products -----	52	(D)	(D)	(D)	41	(D)	(D)	(D)	11	(D)
5141	Groceries, general line -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5142	Packaged frozen foods -----	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
5143	Dairy products, except dried or canned -----	14	(D)	(D)	(D)	7	(D)	(D)	(D)	7	(D)
5144	Poultry and poultry products -----	6	(D)	(D)	(D)	5	(D)	(D)	(D)	1	(D)
5145	Confectionery -----	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-

Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
51	Nondurable goods—Con.										
514	Groceries and related products—Con.										
5146	Fish and seafoods	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5147	Meats and meat products	6	34 973	1 968	117	4	(D)	(D)	(D)	2	(D)
5148	Fresh fruits and vegetables	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5149	Groceries and related products, n.e.c.	10	(D)	(D)	(D)	10	(D)	(D)	(D)	-	-
515	Farm-product raw materials	332	1 927 539	31 619	2 837	294	971 614	26 756	1 641	38	955 925
5153	Grain and field beans	265	873 413	24 835	1 430	264	(D)	(D)	(D)	1	(D)
5154	Livestock	57	1 036 177	6 224	1 362	21	(D)	(D)	(D)	36	(D)
5159	Farm-product raw materials, n.e.c.	10	17 949	560	45	9	(D)	(D)	(D)	1	(D)
516	Chemicals and allied products	8	(D)	(D)	(D)	8	(D)	(D)	(D)	-	-
5162	Plastics materials and basic forms and shapes ..	-	-	-	-	-	-	-	-	-	-
5169	Chemicals and allied products, n.e.c.	8	(D)	(D)	(D)	8	(D)	(D)	(D)	-	-
517	Petroleum and petroleum products	175	279 919	15 235	1 141	170	(D)	(D)	(D)	5	(D)
5171	Petroleum bulk stations and terminals	164	267 091	14 334	1 069	159	(D)	(D)	(D)	5	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	11	12 828	901	72	11	12 828	901	72	-	-
518	Beer, wine, and distilled alcoholic beverages	16	28 380	2 107	119	16	28 380	2 107	119	-	-
5181	Beer and ale	16	28 380	2 107	119	16	28 380	2 107	119	-	-
5182	Wine and distilled alcoholic beverages	-	-	-	-	-	-	-	-	-	-
519	Miscellaneous nondurable goods	178	310 640	21 080	1 301	172	304 609	20 800	1 279	6	6 031
5191	Farm supplies	147	197 567	12 815	791	143	(D)	(D)	(D)	4	(D)
5192	Books, periodicals, and newspapers	7	(D)	(D)	(D)	7	(D)	(D)	(D)	-	-
5193	Flowers, nursery stock, and florists' supplies	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5194	Tobacco and tobacco products	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
5198	Paints, varnishes, and supplies	4	2 361	318	22	2	(D)	(D)	(D)	2	(D)
5199	Nondurable goods, n.e.c.	12	(D)	(D)	(D)	12	(D)	(D)	(D)	-	-

Table 10. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank ¹	Sales (\$1,000)	Cumulative		Geographic area	Rank ¹	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
South Dakota	(X)	5 193 969	5 193 969	100.0	South Dakota—Con.				
Sioux Falls ▲	1	1 354 133	1 354 133	26.1	Aberdeen	(X)	(D)	(X)	(X)
Rapid City	2	364 423	1 718 556	33.1	Belle Fourche	(X)	(D)	(X)	(X)
Yankton	3	121 438	1 839 994	35.4	Brandon City	(X)	(D)	(X)	(X)
Milbank	4	98 143	1 938 137	37.3	Brookings	(X)	(D)	(X)	(X)
Sisseton	5	90 207	2 028 344	39.1	Hot Springs	(X)	(D)	(X)	(X)
Canton	6	69 965	2 098 309	40.4	Huron	(X)	(D)	(X)	(X)
Mitchell	7	56 227	2 154 536	41.5	Lead	(X)	(D)	(X)	(X)
Winner	8	55 702	2 210 238	42.6	Madison	(X)	(D)	(X)	(X)
Pierre	9	43 864	2 254 102	43.4	Spearfish	(X)	(D)	(X)	(X)
Redfield	10	36 587	2 290 689	44.1	Sturgis	(X)	(D)	(X)	(X)
Mobridge	11	22 099	2 312 788	44.5	Vermillion	(X)	(D)	(X)	(X)
Box Elder	(X)	-	2 312 788	44.5	Watertown	(X)	(D)	(X)	(X)

¹Places with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

Table 11. Counties Ranked by Volume of Sales: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank ¹	Sales (\$1,000)	Cumulative		Geographic area	Rank ¹	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
South Dakota	(X)	5 193 969	5 193 969	100.0	South Dakota—Con.				
Minnehaha	1	1 439 798	1 439 798	27.7	Gregory	31	21 729	3 525 098	67.9
Pennington	2	388 190	1 827 988	35.2	Potter	32	20 118	3 545 216	68.3
Yankton	3	190 293	2 018 281	38.9	Hanson	33	16 752	3 561 968	68.6
Roberts	4	124 335	2 142 616	41.3	Haakon	34	14 460	3 576 428	68.9
Grant	5	121 362	2 263 978	43.6	McPherson	35	11 938	3 588 366	69.1
					Faulk	36	10 551	3 598 917	69.3
Lincoln	6	98 664	2 362 642	45.5	Deuel	37	10 046	3 608 963	69.5
Davison	7	84 126	2 446 768	47.1	Jackson	38	8 308	3 617 271	69.6
Meade	8	79 003	2 525 771	48.6	Todd	39	7 014	3 624 285	69.8
Tripp	9	72 992	2 598 763	50.0	Fall River	40	6 139	3 630 424	69.9
Spink	10	72 097	2 670 860	51.4	Jones	41	5 448	3 635 872	70.0
					Dewey	42	5 407	3 641 279	70.1
Lake	11	71 472	2 742 332	52.8	Sanborn	43	5 161	3 646 440	70.2
Lyman	12	63 959	2 806 291	54.0	Shannon	(X)	-	3 646 440	70.2
Hutchinson	13	59 944	2 866 235	55.2	Aurora	(X)	(D)	(X)	(X)
Marshall	14	59 283	2 925 518	56.3	Beadle	(X)	(D)	(X)	(X)
Walworth	15	59 085	2 984 603	57.5	Bennett	(X)	(D)	(X)	(X)
					Bon Homme	(X)	(D)	(X)	(X)
Hughes	16	50 179	3 034 782	58.4	Brookings	(X)	(D)	(X)	(X)
Kingsbury	17	49 914	3 084 696	59.4	Brown	(X)	(D)	(X)	(X)
Union	18	42 538	3 127 234	60.2	Brule	(X)	(D)	(X)	(X)
Lawrence	19	41 276	3 168 510	61.0	Buffalo	(X)	(D)	(X)	(X)
McCook	20	38 470	3 206 980	61.7	Butte	(X)	(D)	(X)	(X)
					Campbell	(X)	(D)	(X)	(X)
Day	21	37 873	3 244 853	62.5	Charles Mix	(X)	(D)	(X)	(X)
Edmunds	22	34 543	3 279 396	63.1	Clark	(X)	(D)	(X)	(X)
Turner	23	32 482	3 311 878	63.8	Clay	(X)	(D)	(X)	(X)
Hand	24	30 589	3 342 467	64.4	Codington	(X)	(D)	(X)	(X)
Jerauld	25	30 401	3 372 868	64.9	Corson	(X)	(D)	(X)	(X)
					Custer	(X)	(D)	(X)	(X)
Moody	26	29 991	3 402 859	65.5	Harding	(X)	(D)	(X)	(X)
Hamilin	27	28 169	3 431 028	66.1	Hyde	(X)	(D)	(X)	(X)
Douglas	28	25 318	3 456 346	66.5	Mellette	(X)	(D)	(X)	(X)
Perkins	29	25 170	3 481 516	67.0	Stanley	(X)	(D)	(X)	(X)
Miner	30	21 853	3 503 369	67.5	Sully	(X)	(D)	(X)	(X)
					Ziebach	(X)	(D)	(X)	(X)

¹Counties with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.



APPENDIX A.

General Explanation

CENSUS COVERAGE AND METHODOLOGY

Structure and method of enumeration—All wholesale firms that had at least one quarter of payroll in 1987 were included in the census of wholesale trade and were mailed either a regular census form or a short form designed to collect basic data and classification information only. The coverage and the method of obtaining census information from each follow:

1. Large companies, i.e., all multiunit firms and all single unit firms above the payroll size cutoff established to separate large from small employers, and a 10-percent sample of the small employers were mailed the appropriate 1987 Census of Distributive Trades establishment report forms. Although the payroll cutoff varied by kind of business, small employers generally included firms with one to three employees and represented about 10 percent of total wholesale sales. For the large companies, a report of company organization is conducted periodically to identify firms which operated establishments at more than one location and to obtain information on payroll and mid-March employment at each location. The 1986 Report of Company Organization was used as a coverage check in the census. In the census mailing package containing the appropriate 1987 questionnaires, multiestablishment firms also were sent a form to use in updating the list of establishments with those opened since 1986.
2. Small companies other than those included in the 10-percent sample described above were mailed the short forms, which did not include questions on sales by commodity lines and employment by principal activity.

Method of classifying kinds of business—Establishments receiving the regular census forms were classified on the basis of their answers to questions on sales by commodity lines and other inquiries. Those that received short forms were classified on the basis of their self-designation and answers to other inquiries.

COMPARABILITY OF THE 1982 AND 1987 CENSUSES

The 1982 and 1987 censuses were conducted under similar conditions and procedures except for the following:

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

Classifications—In 1982, classifications were based on the 1972 Standard Industrial Classification (SIC) Manual and its 1977 Supplement. For 1987, classifications are based on the 1987 SIC Manual.¹ There are major revisions to the SIC structure for 1987 which limit the comparability of data between the 1982 and 1987 censuses. The kinds of business involving the most significant changes for wholesale trade are within SIC major groups 501, 503, 504, 506, 508, 509, 513, 515, 516, and 519. These changes are described in detail in the "Kind-of-Business Classifications" section below and in appendix H.

It was not possible to retabulate 1982 data based on the revised 1987 classifications for comparative purposes since, in many cases, the necessary information was not available for assigning the new 1987 classifications to the 1982 records. However, 1987 census records were assigned both a 1987 and 1982 census classification. Census data for 1987 are presented based on the 1987 classifications for all geographic areas included in this publication (see "Geographic Areas Covered" in the Introduction). In addition, data for the United States and each State are presented for both 1987 and 1982 based on the 1972 classifications in tables 3 and 4 of this publication.

Geographic areas—The boundaries of a number of areas for which data are shown in the 1987 census are not the same as in the 1982 census because of annexations; other boundary changes; and redefinitions of previously defined standard metropolitan statistical areas (SMSA's) and standard consolidated statistical areas (SCSA's) into metropolitan statistical areas (MSA's), primary metropolitan statistical areas (PMSA's), and consolidated metropolitan statistical areas (CMSA's).²

Establishments—In 1982 and prior censuses, the count of establishments (defined below) represented the number

¹Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

²Newly defined metropolitan statistical areas (MSA's) and also certain terminology changes were announced by the Office of Management and Budget (OMB) effective June 30, 1983. The previous term "standard metropolitan statistical area" was shortened to metropolitan statistical area. If an area has more than 1 million population and meets certain other specified requirements, it now is termed a "consolidated metropolitan statistical area" (CMSA) and consists of major components recognized as "primary metropolitan statistical areas" (PMSA's). Many of these PMSA's were formerly recognized as SMSA's and the majority were also included in standard consolidated statistical areas defined by OMB beginning in 1975, each of which consisted of two or more closely associated SMSA's. Metropolitan areas not included in CMSA's are designated simply as metropolitan statistical areas (MSA's).

in business at the end of the year. For 1987, the count of establishments in this publication represents those in business at any time during 1987.

A comparison of the number of establishments in business at the end of the year versus the number active any time during the year for the State as a whole is presented in appendix G.

EXPLANATION OF TERMS

Establishments—An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Census of wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Estimates of this number were derived from a sample and will be provided in the wholesale trade report, Miscellaneous Subjects (WC87-S-4). Each wholesale establishment was tabulated according to the physical location at which the business was conducted. The count of establishments in this publication represents the number in business at any time during the year.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and when conditions prescribed by the SIC manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were obtained in the census.

Firms—A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic censuses, the terms "firm" and "company" are synonymous.

Sales—Sales include merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

Sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represented the value of the goods involved in the transactions rather than the commissions received or earnings.

Annual payroll—Payroll includes all forms of compensation such as salaries, wages, commissions, bonuses, vacation allowances, sick-leave pay, and the value of payments in kind (e.g., free meals and lodgings) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the IRS on form 941.

First quarter payroll—This item consists of payroll, as defined above, paid to persons employed at any time during the quarter January to March 1987.

Paid employees for pay period including March 12—Paid employees consist of the full-time and part-time employees, including salaried officers and executives of corporations, who were on the payroll in the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS form 941.

1987 and 1986 inventories—Inventories consist of stocks of merchandise for sale at the end of 1987 and 1986. They were reported on an ownership basis; all merchandise owned by reporting establishments is included, even though some may be held by others for sale on consignment. Goods held by the reporting establishment, but owned by others, are not included. Data for 1987 and 1986 inventories LIFO composition will be published in the 1987 Census of Wholesale Trade Miscellaneous Subjects report (WC87-S-4).

Operating expenses—Operating expenses include payroll as well as overhead expenses of the establishment. They do not include the cost of goods sold or income or excise taxes, or withdrawals by proprietors or partners of unincorporated businesses.

Auxiliary establishments— Each company included in the census was asked to identify and report separately those auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the other establishments of the company. Data in this report do not include auxiliary establishments. Data for auxiliaries are presented for more detailed industry breakdowns in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, major groups 50 and 51 in the 1987 SIC manual, includes establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

The principal types of establishments included are:

1. Merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, drop shippers, retailer cooperative warehouses, terminal elevators, and cooperative buying associations.
2. Manufacturers' sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose or marketing their products.
3. Agents, brokers, and commission merchants who buy or sell products owned by others on a commission or agency basis.

Establishments primarily engaged in the wholesale distribution of used products are classified on the basis of the product sold. Establishments primarily engaged in selling merchandise to contractors are included in wholesale trade, with the exception of lumber yards and paint, glass, and wallpaper stores. These exceptions are classified in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors.

Establishments covered by the census were assigned kind-of-business classifications according to the industry classifications defined in the 1972 and 1987 SIC Manuals. Establishments were classified into 1972 SIC based kinds-of-business that were detailed enough to provide a direct conversion to a 1987 SIC based kind of business. Each establishment, therefore, has both a 1972 and a 1987 SIC based kind of business which greatly simplifies tabulations

of bridge tables and comparison tables in this publication. All other State tables and all substate geographic tables use the 1987 SIC based classifications.

Kind-of-business classifications are not interchangeable with commodity classifications, because most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the groceries and related products classification excludes establishments selling food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as groceries and related products, some of their receipts may be derived from the sale of nonfood products. Information on the extent to which commodities are handled by different kinds of business is available in the 1987 Census of Wholesale Trade report, Commodity Line Sales (WC87-S-3). Descriptions of the 1987 Census of Wholesale Trade kind-of-business classifications follow:

**Durable Goods
(SIC Major Group 50)**

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

Motor vehicles and motor vehicle parts and supplies (SIC 501)

Automobiles and other motor vehicles (SIC 5012)—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles, trucks, trailers, and other motor vehicles, including motorcycles, motor homes, and snowmobiles. Automobile distributors primarily engaged in selling at retail to individual customers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in Retail Trade, Industry 5511.

SIC 5012 is subdivided in some tables into—

1. Automobiles and motorcycles
2. Buses and recreational vehicles
3. Light trucks (14,000 lb or less)
4. Medium and heavy trucks (Over 14,000 lb)

Motor vehicle supplies and new parts (SIC 5013)—Establishments primarily engaged in the wholesale distribution of motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts.

SIC 5013 is subdivided in some tables into—

1. Motor vehicle supplies and new parts—warehouse distributors

- a. Motor vehicle supplies and new parts—warehouse distributors (without machine shop).
- b. Motor vehicle supplies and new parts—warehouse distributors (with machine shop).
2. Motor vehicle supplies and new parts—jobbers
 - a. Motor vehicle supplies and new parts—jobbers (without machine shop).
 - b. Motor vehicle supplies and new parts—jobbers (with machine shop).
3. Petroleum products marketing equipment

Tires and tubes (SIC 5014)—Establishments primarily engaged in the wholesale distribution of tires and tubes for passenger and commercial vehicles.

Motor vehicle parts, used (SIC 5015)—Establishments primarily engaged in the distribution at wholesale or retail of used motor vehicle parts. This industry includes establishments primarily engaged in dismantling motor vehicles for the purpose of selling parts. Establishments primarily engaged in dismantling motor vehicles for scrap are classified in Industry 5093.

Furniture and homefurnishings (SIC 502)

Furniture (SIC 5021)—Establishments primarily engaged in the wholesale distribution of furniture, including bed-springs, mattresses, and other household furniture; office furniture; and furniture for public parks and buildings. Establishments primarily engaged in the wholesale distribution of partitions, shelving, lockers, and store fixtures are classified in Industry 5046.

SIC 5021 is subdivided in some tables into—

1. Household and lawn furniture.
2. Office and business furniture.

Homefurnishings (SIC 5023)—Establishments primarily engaged in the wholesale distribution of homefurnishings and housewares, including antiques; china; glassware and earthenware; lamps (including electric), curtains and draperies; linens and towels; and carpets, linoleum, and all other types of hard and soft surface floor coverings. Establishments primarily engaged in the wholesale distribution of other electrical household goods are classified in Industry 5064, and those distributing precious metal flatware are classified in Industry 5094.

SIC 5023 is subdivided in some tables into—

1. Household china, glassware, and crockery.
2. Linens, domestics, draperies and curtains.
3. Floor coverings.
4. Other homefurnishings.

Lumber and other construction materials (SIC 503)

Lumber, plywood, millwork and wood panels (SIC 5031)—Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; reconstituted wood fiber products; doors and windows and their frames (all materials); wood fencing; and other wood or metal millwork.

SIC 5031 is subdivided in some tables into—

1. Lumber—without yard.
2. Lumber—with yard.
3. Plywood, millwork, and wood panels

Brick, Stone, and Related Construction Materials (SIC 5032)—Establishments primarily engaged in the wholesale distribution of stone, cement, lime construction sand, and gravel; brick (except refractory); asphalt and concrete mixtures; and concrete, stone, and structural clay products (other than refractories). Distributors of industrial sand and of refractory materials are classified in Industry 5085. Establishments primarily engaged in producing ready-mixed concrete are classified in Manufacturing, Industry 3273.

Roofing, Siding, and Insulation Materials (SIC 5033)—Establishments primarily engaged in the wholesale distribution of roofing, siding (except wood), and insulation materials.

Construction materials, n.e.c. (SIC 5039)—Establishments primarily engaged in the wholesale distribution of mobile homes and of construction materials, not elsewhere classified, including prefabricated buildings and glass. Establishments selling construction materials to the general public and known as retail in the trade are classified in Retail Trade, Industry 5211. Establishments primarily engaged in marketing heavy structural metal products are classified in Industry 5051.

SIC 5039 is subdivided in some tables into—

1. Flat glass and other construction glass.
2. Other construction materials.

Professional and Commercial Equipment and Supplies (SIC 504)

Photographic equipment and supplies (SIC 5043)—Establishments primarily engaged in the wholesale distribution of photographic equipment and supplies. Establishments primarily engaged in the wholesale distribution of photocopy, microfilm, and similar equipment are classified in Industry 5044.

Office equipment (SIC 5044)—Establishments primarily engaged in the wholesale distribution of office machines and related equipment, including photocopy and microfilm equipment and safes and vaults. These establishments frequently also sell office supplies. However, establishments primarily engaged in wholesaling most office supplies are classified in Industry Group 511. Establishments primarily engaged in wholesaling office furniture are classified in Industry Group 5021; and those wholesaling computers and peripheral equipment are classified in Industry 5045.

Computers and computer peripheral equipment and software (SIC 5045)—Establishments primarily engaged in the wholesale distribution of computers, computer peripheral equipment, and computer software. These establishments frequently also may sell related supplies, but establishments primarily engaged in wholesaling supplies are classified according to the individual product (for example, computer paper in Industry 5112). Establishments primarily engaged in the wholesale distribution of modems and other electronic communications equipment are classified in Industry 5065. Establishments primarily engaged in selling computers and computer peripheral equipment and software for other than business or professional use are classified in Retail Trade, Industry 5734.

SIC 5045 is subdivided in some tables into—

1. Computers and peripheral equipment (selling primarily to business customers).
2. Computer software (prepackaged, off-the-shelf).

Commercial Equipment, n.e.c. (SIC 5046)— Establishments primarily engaged in the wholesale distribution of commercial and related machines and equipment, not elsewhere classified, such as commercial cooking and food service equipment; partitions, shelving, lockers, and store fixtures; electrical signs; and balances and scales, except laboratory.

SIC 5046 is subdivided in some tables into—

1. Restaurant and hotel equipment and supplies.
2. Store machines and equipment.

Medical, dental, and hospital equipment and supplies (SIC 5047)— Establishments primarily engaged in the wholesale distribution of surgical and other medical instruments, apparatus, and equipment; dentist equipment; artificial limbs; operating room and hospital equipment; X-ray machines; and other electromedical equipment and apparatus used by physicians and in hospitals. Also included in this industry are establishments primarily engaged in the wholesale distribution of professional supplies used by medical and dental practitioners.

SIC 5047 is subdivided in some tables into—

1. Medical and hospital equipment
2. Dental supplies

Ophthalmic Goods (SIC 5048)—Establishments primarily engaged in the wholesale distribution of professional equipment and goods used, prescribed, or sold by ophthalmologists, optometrists, and opticians, including ophthalmic frames, lenses, and sunglass lenses.

Professional equipment and supplies, n.e.c. (SIC 5049)—Establishments primarily engaged in the wholesale distribution of professional equipment and supplies, not elsewhere classified, such as drafting instruments, laboratory equipment, and scientific instruments.

SIC 5049 is subdivided in some tables into—

1. Religious and school supplies.
2. Other professional equipment and supplies. Establishments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies, drafting supplies, and scientific equipment.

Metals and minerals, except petroleum (SIC 505)

Metals service centers and offices (SIC 5051)—Establishments primarily engaged in marketing semifinished metal products; except precious metals. Establishments in this industry may operate with warehouses (metals service centers) or without warehouses (metal sales offices). Establishments primarily engaged in marketing precious metals are classified in Industry 5092.

SIC 5051 is subdivided in some tables into—

1. Ferrous metals service centers and sales offices.
 - a. Ferrous metals service centers.
 - b. Ferrous metals sales offices.
2. Nonferrous metals service centers and sales offices.

Coal and other minerals and ores (SIC 5052)—Establishments primarily engaged in the wholesale distribution of coal and coke; copper, iron, lead, and other metallic ores, including precious metal ores; and crude nonmetallic minerals (including concentrates), except crude petroleum. Establishments primarily engaged in the wholesale distribution of nonmetallic minerals used in construction, such as sand and gravel, are classified in Industry 5032.

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

Electrical goods (SIC 506)

This industry group includes establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances, whether electrically, manually, or

mechanically powered. This industry group does not include electrical commercial and industrial machines, in which electricity does the work directly, e.g., heating, turning a shaft, or ionizing a substance, or electrically powered commercial and industrial machines which are classified in Industry Group 504 or 508.

Electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063)—Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, distribution, or control of electric energy; electrical construction materials for outside power transmission lines and for electrical systems and electric light fixtures and bulbs. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in Construction, Industry 1731.

Electrical appliances, television and radio sets (SIC 5064)—Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, other household electronic sound or video equipment, self-contained air-conditioning room units, and household electrical appliances. Also included are establishments primarily engaged in the wholesale distribution of household nonelectronic laundry equipment and refrigerators and freezers.

Electronic parts and equipment, n.e.c. (SIC 5065)—Establishments primarily engaged in the wholesale distribution of electronic parts and electronic communications equipment, not elsewhere classified, such as telephone and telegraph equipment; radio and television broadcasting and communications equipment; and intercommunications equipment. Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, phonographs, and other household sound or video equipment are classified in Industry 5064.

Hardware, and plumbing and heating equipment and supplies (SIC 507)

Hardware (SIC 5072)—Establishments primarily engaged in the wholesale distribution of cutlery and general hardware, including hand saws; saw blades; brads, staples, and tacks; and bolts, nuts, rivets, and screws. Establishments primarily engaged in the wholesale distribution of nails, noninsulated wire, and screening are classified in Industry 5051.

Plumbing and heating equipment and supplies (hydronics) (SIC 5074)—Establishments primarily engaged in the wholesale distribution of hydronic plumbing and heating equipment and supplies. Construction contractors primarily engaged in installing plumbing and heating equipment from their own stock are classified in Construction, Industry 1711.

Warm air heating and air-conditioning equipment and supplies (SIC 5075)—Establishments primarily engaged in the wholesale distribution of warm air heating and air-conditioning equipment and supplies. Construction contractors primarily engaged in installing warm air heating and air-conditioning equipment are classified in Construction, Industry 1711.

Refrigeration equipment and supplies (SIC 5078)—Establishments primarily engaged in the wholesale distribution of refrigeration equipment and supplies. Construction contractors primarily engaged in installation of refrigeration equipment from their own stock are classified in Construction, Industry 1711.

Machinery, equipment, and supplies (SIC 508)

Construction and mining (except petroleum) machinery and equipment (SIC 5082)—Establishments primarily engaged in the wholesale distribution of construction or mining cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor-mounting equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries. Establishments engaged in marketing oil well machinery and equipment are classified in Industry 5084.

Farm and garden machinery and equipment (SIC 5083)—Establishments primarily engaged in the wholesale distribution of agricultural machinery and equipment for use in preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or the lawn or garden; and dairy and other livestock equipment.

SIC 5083 is subdivided in some tables into—

1. Farm machinery and equipment—farm dealers.
2. Farm machinery and equipment—wholesale distributors.
3. Lawn and garden machinery and equipment.

Industrial machinery and equipment (SIC 5084)—Establishments primarily engaged in the wholesale distribution of industrial machinery and equipment, not elsewhere classified.

SIC 5084 is subdivided in some tables into—

1. Food-processing machinery, equipment, and parts.
2. General-purpose industrial machinery, equipment, and parts.
3. Metalworking machinery, equipment, and parts.
4. Materials handling equipment and parts.
5. Oil well, oil refinery, and pipeline machinery, equipment, and supplies.

6. Other industrial machinery, equipment, and parts. Establishments primarily engaged in selling special purpose industrial machinery not elsewhere classified, including printing machinery, woodworking machinery, shoemaking machinery, paper and paper products machinery, smelting and metal refining machinery and equipment, cigar and cigarette-making machinery, and similar special industry machinery.

Industrial supplies (SIC 5085)—Establishments primarily engaged in the wholesale distribution of industrial supplies, not elsewhere classified.

SIC 5085 is subdivided in some tables into—

1. General-line industrial supplies.
2. Mechanical power transmission supplies.
3. Industrial valves and fittings.
4. Welding supplies.
5. Industrial containers and supplies.
6. Other industrial supplies—Establishments primarily engaged in selling a specialty line of industrial materials and supplies not elsewhere classified, such as abrasives, mechanical rubber goods, ropes, cordage, and industrial diamonds.

Service establishment equipment and supplies (SIC 5087)—Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, drycleaning plants, upholsterers, undertakers, and related personal service establishments.

SIC 5087 is subdivided in some tables into—

1. Beauty and barber equipment and supplies.
2. Custodial (janitors') equipment and supplies.
3. Laundry and drycleaning equipment and supplies.
4. Other service establishment equipment and supplies—Establishments primarily engaged in selling a specialty line of service establishment supplies, such as upholsterers' equipment and supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies, municipality equipment and supplies, and shoe repair supplies.

Transportation equipment and supplies, except motor vehicles (SIC 5088)—Establishments primarily engaged in the wholesale distribution of transportation equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and motor vehicle parts are classified in Industry Group 501, and those distributing pleasure boats are classified in Industry 5091.

SIC 5088 is subdivided in some tables into—

1. Aircraft and aeronautical equipment and supplies.
2. Marine machinery, equipment, and supplies.

3. Other transportation equipment and supplies—Establishments primarily engaged in selling equipment and supplies used in the operation, maintenance, and repair of railroads, streetcars, buses, tramways, aerial hoists, and horsedrawn vehicles.

Miscellaneous durable goods (SIC 509)

Sporting and Recreational Goods and Supplies (SIC 5091)—Establishments primarily engaged in the wholesale distribution of sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and marine pleasure craft, equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and trailers are classified in Industry 5012; those distributing self-propelled golf carts are classified in Industry 5088; and those distributing athletic apparel and footwear are classified in Industry Group 513.

Toys and hobby goods and supplies (SIC 5092)—Establishments primarily engaged in the wholesale distribution of games, toys, hobby goods and supplies, and related goods, such as fireworks and playing cards.

Scrap and waste materials (SIC 5093)—Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling cars for the purpose of selling secondhand parts at retail are classified in Industry 5015.

SIC 5093 is subdivided in some tables into—

1. Iron and steel scrap processors and dealers.
 - a. Iron and steel scrap processors (using power processing equipment).
 - b. Iron and steel scrap dealers (not using power processing equipment).
2. Waste and secondary materials.

Jewelry, watches, precious stones, and precious metals. (SIC 5094)—Establishments primarily engaged in the wholesale distribution of jewelry, precious stones and metals, costume jewelry, watches, clocks, silverware, and jewelers' findings. Establishments primarily engaged in the wholesale distribution of precious metal ores are classified in Industry 5052.

Durable goods, n.e.c. (SIC 5099)—Establishments primarily engaged in the wholesale distribution of durable goods, not elsewhere classified, such as musical instruments and forest products, except lumber.

SIC 5099 is subdivided in some tables into—

1. Musical instruments and supplies.
2. Forest products, except lumber.

3. General merchandise—durable.

4. Other durable goods.

Nondurable Goods (SIC Major Group 51)

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

Paper and Paper Products (SIC 511)

Printing and writing paper (SIC 5111)—Establishments primarily engaged in the wholesale distribution of printing and writing paper, including envelope paper; fine paper; and groundwood paper.

Stationery and office supplies (SIC 5112)—Establishments primarily engaged in the wholesale distribution of stationery and office supplies, including computer and photocopy supplies, envelopes, typewriter paper, file cards and folders, pens, pencils, social stationery, and greeting cards.

Industrial and personal service paper (SIC 5113)—Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paperboard, and converted paper and related disposable plastic products, such as bags, boxes, dishes, eating utensils, napkins, and shipping supplies.

Drugs, drugs proprietaries and druggists' sundries (SIC 512)

Drugs, drug proprietaries, and druggists' sundries (SIC 5122)—Establishments primarily engaged in the wholesale distribution of prescription drugs, proprietary drugs, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, dental, and hospital equipment are classified in Industry 5047.

SIC 5122 is subdivided in some tables into—

1. General-line drugs—These are distinguished from specialty-line drug and toiletries wholesalers on the basis of their commodity-line mix. Drug wholesalers were classified as general line if they reported a substantial portion of their sales in "drugs and pharmaceuticals" and a combination of "proprietary (patent) medicines," "cosmetics," "perfumes," and "other toiletries and druggists' sundries."
2. Specialty-line pharmaceuticals, cosmetics, and toiletries.

Apparel, piece goods, and notions (SIC 513)

Piece goods, notions, and other dry goods (SIC 5131)—Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or man-made fibers, notions (sewing and hair accessories, etc.),

and other dry goods. Converters who buy fabric goods (except knit goods) in the grey, have them finished on contract, and sell at wholesale are included here. Converters of knit goods are classified in Manufacturing, Industry Group 225. This industry does not include establishments primarily engaged in the wholesale distribution of homefurnishings which are classified in Industry 5023.

SIC 5131 is subdivided in some tables into—

1. Piece goods
 - a. Piece goods-jobbers
 - b. Piece goods-converters
2. Notions and other dry goods

Men's and boys' clothing and furnishings (SIC 5136)—Establishments primarily engaged in the wholesale distribution of men's and boys' apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

Women's, children's, and infants' clothing and accessories (SIC 5137)—Establishments primarily engaged in the wholesale distribution of women's, children's, and infants' clothing and accessories, including hosiery, lingerie, millinery, and furs.

Footwear (SIC 5139)—Establishments primarily engaged in the wholesale distribution of footwear (including athletic) made of leather, rubber, and other materials.

Groceries and related products (SIC 514)

Groceries, general line (SIC 5141)—Establishments primarily engaged in the wholesale distribution of a general line of groceries. Establishments primarily engaged in roasting coffee, blending tea, or grinding and packaging spices are classified in Manufacturing Major Group 20.

SIC 5141 is subdivided in some tables into—

1. Voluntary group wholesalers.
2. Retail cooperative wholesalers.
3. Other general line wholesalers.

Packaged frozen foods (SIC 5142)—Establishments primarily engaged in the wholesale distribution of packaged quickfrozen vegetables, juices, meats, fish, poultry, pastries, and other "deep freeze" products. Establishments primarily engaged in the wholesale distribution of frozen dairy products are classified in Industry 5143, and those distributing frozen poultry, fish, and meat which are not packaged are classified in Industries 5144, 5146, and 5147, respectively.

Dairy products, Except Dried or Canned (SIC 5143)—Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry

does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in Manufacturing, Industry Group 202. Establishments primarily engaged in the wholesale distribution of dried or canned dairy products are classified in Industry 5149.

Poultry and poultry products (SIC 5144)— Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged frozen products. This industry does not include establishments primarily engaged in the killing and dressing of poultry, which are classified in Manufacturing, Industry 2015. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in Industry 5142, and those distributing canned poultry are classified in Industry 5149.

Confectionery (SIC 5145)— Establishments primarily engaged in the wholesale distribution of confectionery and related products, such as candy, chewing gum, fountain fruits, salted or roasted nuts, popcorn, fountain syrups, and potato, corn, and similar chips.

Fish and seafoods (SIC 5146)—Establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured, or frozen fish and seafoods, except canned or packaged frozen. The preparation of fresh or frozen packaged fish and other seafood, and the shucking and packing of fresh oysters in nonsealed containers, are classified in Manufacturing, Industry 2092. Establishments primarily engaged in the wholesale distribution of canned seafood are classified in Industry 5149, and those distributing packaged frozen foods are classified in Industry 5142.

Meats and meat products (SIC 5147)—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard. Establishments primarily engaged in the wholesale distribution of frozen packaged meats are classified in Industry 5142, and those distributing canned meats are classified in Industry 5149.

Fresh fruits and vegetables (SIC 5148)—Establishments primarily engaged in the wholesale distribution of fresh fruits and vegetables.

Groceries and related products, n.e.c. (SIC 5149)—Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in Manufacturing, Major Group 20. This industry does not include establishments primarily engaged in the wholesale distribution of farm-product raw materials classified in Industry Group 515, nor those distributing beer, wine, and distilled alcoholic beverages of Industry Group 518.

SIC 5149 is subdivided in some tables into—

1. Coffee, tea, and spices.
2. Bread and baked goods.
3. Soft drinks.
4. Canned goods.
5. Food and beverage basic materials.
6. Other grocery specialties.

Farm-product raw materials (SIC 515)

Grain and field beans (SIC 5153)—Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice); dry beans, soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as well as terminal elevators and other merchants marketing grain. Establishments primarily engaged in the wholesale distribution of field and garden seeds are classified in Industry 5191.

Livestock (SIC 5154)—Establishments primarily engaged in buying and/or marketing cattle, hogs, sheep, and goats. This industry also includes the operation of livestock auction markets.

Farm-product raw materials, n.e.c. (SIC 5159)—Establishments primarily engaged in buying and/or marketing farm products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of milk are classified in Industry 5143, and those distributing live poultry are classified in Industry 5144.

SIC 5159 is subdivided in some tables into—

1. Hides, skins, and pelts.
2. Leaf tobacco.
3. Wool, wool tops, and mohair.
4. Cotton.
5. Other farm-product raw materials.

Chemicals and allied products (SIC 516)

Plastics materials and basic forms and shapes (SIC 5162)—Establishments primarily engaged in the wholesale distribution of plastics materials, and of unsupported plastics film, sheets, sheeting, rods, tubes, and other basic forms and shapes.

Chemicals and allied products, n.e.c. (SIC 5169)—Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified, such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, rosin, and turpentine.

Establishments primarily engaged in the wholesale distribution of ammunition are classified in Industry Group 509; those distributing agricultural chemicals and pesticides are classified in Industry 5191; those distributing drugs are classified in Industry 5122; and those distributing pigments, paints, and varnishes are classified in Industry 5198.

SIC 5169 is subdivided in some tables into—

1. Industrial gases, except LP.
2. Other chemicals and allied products.

Petroleum and petroleum products (SIC 517)

Petroleum bulk stations and terminals (SIC 5171)—Establishments primarily engaged in the wholesaling of crude petroleum and petroleum products, including liquefied petroleum gas, from bulk liquid storage facilities.

SIC 5171 is subdivided in some tables into—

1. Petroleum bulk stations and terminals, except LP.
 - a. Petroleum bulk stations, except LP
 - b. Petroleum bulk terminals, except LP.
2. Liquefied petroleum gas bulk stations and terminals.

Petroleum and petroleum products wholesalers, except bulk stations and terminals (SIC 5172)—Establishments primarily engaged in the wholesale distribution of petroleum and petroleum products, except those with bulk liquid storage facilities. Included are packaged and bottled petroleum products distributors, truck jobbers, and others marketing petroleum and its products at wholesale, but without bulk liquid storage facilities.

Beer, wine and distilled alcoholic beverages (SIC 518)

Beer and ale (SIC 5181)—Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt beverages.

Wine and distilled alcoholic beverages (SIC 5182)—Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

SIC 5182 is subdivided in some tables into—

1. Wine and distilled spirits—licensed operation.
2. Wine and distilled spirits—State operated.

Miscellaneous nondurable goods (SIC 519)

Farm supplies (SIC 5191)—Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, pesticides, seeds, and

other farm supplies, except grains. Establishments primarily engaged in the wholesale distribution of pet food are classified in Industry 5149, and those distributing pet supplies are classified in Industry 5199.

SIC 5191 is subdivided in some tables into—

1. Farm supplies—farm dealers.
2. Farm supplies—wholesale distributors.

Books, periodicals, and newspapers (SIC 5192)—Establishments primarily engaged in the wholesale distribution of books, periodicals, and newspapers.

Flowers, nursery stock, and florists' supplies (SIC 5193)—Establishments primarily engaged in the wholesale distribution of flowers, nursery stock, and florists' supplies.

Tobacco and tobacco products (SIC 5194)—Establishments primarily engaged in the wholesale distribution of tobacco and its products. Leaf tobacco wholesalers are classified in Industry 5159, and establishments primarily engaged in stemming and redrying tobacco are classified in Manufacturing, Industry 2141.

Paints, varnishes, and supplies (SIC 5198)—Establishments primarily engaged in the wholesale distribution of paints, varnishes, wallpaper, and supplies. Establishments selling to the general public and known as retail in the trade are classified in Retail Trade, Industry 5231.

Nondurable goods, n.e.c. (SIC 5199)—Establishments primarily engaged in the wholesale distribution of nondurable goods, not elsewhere classified, such as art goods, industrial yarns, textile bags, and bagging and burlap.

SIC 5199 is subdivided in some tables into—

1. Art goods.
2. General merchandise-nondurable.
3. Textile bags and bagging.
4. Specialty advertising (sale of merchandise).
5. Other nondurable goods.

TYPE-OF-OPERATION CLASSIFICATIONS

In addition to being classified by kind of business, each wholesale establishment was classified for the census by type of operation according to the ownership of the business, ownership of the goods sold, or character of the principal transactions. Establishments in wholesale trade are grouped into the following three major types of operation and related subgroups:

Merchant wholesalers—Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, importers, exporters, cash and carry wholesalers, retailer cooperative warehouses, terminal and country grain elevators, farm products assemblers, wholesale cooperative associations, and petroleum bulk plants and terminals operated by nonrefining companies.

Wholesale distributors and jobbers—Establishments primarily engaged in buying and selling merchandise in the domestic market not manufactured by the parent company.

Importers—Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

Exporters—Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

Terminal grain elevators—Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

Country grain elevators—Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

Assemblers of farm products, except country grain elevators—Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

Manufacturers' sales branches and offices—Establishments maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Branch stores selling to household consumers and individual users are classified in

retail trade. Sales branches and sales offices located at plants and at administrative offices are included when separate records are available. In some tables, data are shown separately for manufacturers' sales branches and for sales offices. These two types of establishments differ in that sales offices do not carry stocks of merchandise for delivery to customers.

Agents, brokers, and commission merchants—Establishments whose operators are in business for themselves and are primarily engaged in selling or buying goods for others. Included here are such types of operations as auction companies, import agents, export agents, selling agents, merchandise brokers, and commission merchants. "Sales" as shown in census publications for agents, brokers, and commission merchants represent the gross sales (or purchase) value of the goods in the transactions negotiated.

Auction companies—Wholesale establishments primarily engaged in selling merchandise on an agency basis by auction.

Import agents—Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

Export agents—Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

Manufacturers' agents—Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.

Brokers (representing buyers or sellers)—Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis but not receiving the goods on consignment.

Commission merchants—Wholesale establishments operating in the domestic market receiving goods for sale on consignment.

APPENDIX B. General Questions



U.S. DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

1987 CENSUS OF DISTRIBUTIVE TRADES

OMB APPROVAL NO. 0607-0629; EXPIRES 06/89

NOTICE — Response to this inquiry is required by law (title 13, U.S. Code). By the same law, your report to the Census Bureau is confidential. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

Please complete this form and RETURN TO

BUREAU OF THE CENSUS
1201 East Tenth Street
Jeffersonville, IN 47134

DUE DATE: FEBRUARY 15, 1988

If filing by the due date causes an undue burden, a time extension request should be sent to the above address; please include your 11-digit Census File Number (CFN).

NOTE — Please read the accompanying instructions before answering the questions.

In correspondence pertaining to this report, please refer to this Census File Number (CFN)

Employer Identification (EII) Number

Please correct errors in name, address, and ZIP Code. ENTER street and number if not shown.

Item 1 — EMPLOYER IDENTIFICATION NUMBER

is the Employer Identification (EI) Number shown in the label the SAME as that used for this establishment on its latest 1987 Employer's Quarterly Federal Tax Return, Treasury Form 941?

054 ☐ YES

☐ NO — Enter current EI No.

(9 digits)

Item 2 — PHYSICAL LOCATION OF ESTABLISHMENT

Answer items a, b, c, and d

NOTE: P.O. boxes or rural routes are not physical locations.

a. ☐ Same as shown in mailing label. If different, indicates change. ☒

NUMBER AND STREET

CITY, TOWN, VILLAGE, ETC.

STATE

ZIP CODE

b. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?

095 ☐ YES

☐ No legal boundaries

☐ Don't know

c. Type of municipality where physically located

096 ☐ City, village, or borough

☐ Other or don't know

☐ Town or township

d. Name of county where physically located

Item 3 — OPERATIONAL STATUS

a. How many months during 1987 did this firm or organization actively operate this establishment?

Number of months

002

b. Mark (X) the ONE box which best describes this establishment at the end of 1987.

001 ☐ In operation

☐ Temporarily or seasonally inactive

☐ Ceased operation — Give date

☐ Sold or leased to another operator — Give date at right

AND enter name, etc., below

Figures only

Month

Day

Year

NAME OF NEW OWNER OR OPERATOR

NUMBER AND STREET

CITY

STATE

ZIP CODE

Item 4 — ORGANIZATIONAL STATUS — Mark (X) the ONE box which best describes this establishment during 1987.

003 ☐ Individual proprietorship

☐ Partnership

☐ Cooperative association (taxable)

☐ Cooperative association (tax-exempt)

☐ Governmental — Specify

☐ Corporation (Do not mark if any form of cooperative association.)

☐ Other — Specify

Item 5 — INVENTORIES

a. Did you have inventories at the end of 1986 or 1987?

110 ☐ YES — Complete the remainder of the item ☐ NO — SKIP to Item 6

b. Are inventories of this establishment subject to the last-in, first-out (LIFO) method of valuation?

120 ☐ YES — Use the sum of the LIFO amount plus the LIFO reserve for items c and d(2) ☐ NO — Complete only line c

End of 1987

End of 1986

046 Mil. Thou. Dol. 047 Mil. Thou. Dol.

a. Total inventories

b. LIFO users report the following for line (a):

(1) Amount not subject to LIFO costing

(2) Amount subject to LIFO costing (gross)

c. Report the following applicable to line d(2):

(1) Amount of the LIFO reserve

(2) LIFO value of the line d(2) (net)

NOTE — The sum of lines d(1), e(1), and e(2) should equal line c.

HOW TO REPORT DOLLAR FIGURES

Value figures may be reported in dollars or rounded to thousands.

Examples: If a figure is \$1,126,628,

report either

PREFERRED
Acceptable

Mil- lions (000)	Thou- sands (000)	Dol- lars (000)
1	126	
1	126	628

Item 6 — DOLLAR VOLUME OF BUSINESS IN 1987

a. Sales of merchandise and other operating receipts (including the gross selling value of business conducted for the account of others)

Mil. Thou. Dol.

010

100 ☐ YES — Go to c ☐ NO — SKIP to a

b. Did this establishment sell merchandise for the account of others on a commission or brokerage basis?

Mil. Thou. Dol.

101

c. Gross selling value of business conducted on a commission or brokerage basis for the account of others (include in item 6a)

102

d. Dollar volume of commissions or brokerage received on transactions reported in item 6c

NOTE — If this is the only establishment of this firm skip to item 7.

e. What percentage of the products sold by this establishment did your company (including firms under common ownership or control) manufacture or mine in the United States?

Percent

103

f. Dollar volume of transfers (billings) to other establishments within your company (DO NOT include in item 6a)

Mil. Thou. Dol.

105

Item 7 — PAYROLL AND EMPLOYMENT

a. Payroll in 1987, before deductions

Mil. Thou. Dol.

020

(1) Total ANNUAL payroll

031

(2) FIRST QUARTER payroll (Jan. — Mar.)

Number

b. Employment in 1987

032

Number of paid employees for the pay period including March 12, 1987 (include both full- and part-time employees)

Item 8 — EMPLOYMENT BY PRINCIPAL ACTIVITY

Report the approximate number of employees at this establishment according to their principal activity during the pay period including March 12, 1987.

Number

130

a. Selling

131

b. Sales support (including office and clerical, warehousing, drivers, maintenance employees)

132

c. Central administrative and auxiliary

133

d. Manufacturing

134

e. Other — Specify

135

f. TOTAL — Sum of lines a through e should equal item 7b

Item 9 — OPERATING EXPENSES

TOTAL 1987 operating expenses, including payroll but excluding cost of goods sold and interest expenses.

Mil. Thou. Dol.

040

Item 10 — SALES BY CUSTOMER CLASSES

Report the approximate percentage of your 1987 sales (item 6a) to each of the customer classes listed.

Report in whole percents

140

a. To farmers (for farm use)

141

b. To builders and contractors

142

c. Export sales

143

d. To retailers and repair shops

144

e. To wholesale establishments

145

f. To household consumers and individual users

146

g. To industrial users (manufacturing and mining)

147

h. To institutional, commercial, and professional users

148

i. To governmental bodies (federal, state, and local)

j. TOTAL — Sum of lines a through i should add to 100% —> 100%

PENALTY FOR FAILURE TO REPORT

CONTINUE ON PAGE 2 —>

Item 11 — TYPE OF OPERATION

Mark (X) the **ONE** box which best describes the basis on which the **MAJOR** portion of your business was conducted in 1987.

- a. Merchant (buying and selling on own account) 080
- (1) Importer ☐ 12
- (2) Exporter ☐ 13
- (3) Merchant ☐ 11
- b. Manufacturers' sales branches and offices ☐ 20
- c. Agent, broker, commission merchant
- (1) Auction company ☐ 41
- (2) Broker (representing buyers or sellers) ☐ 42
- (3) Commission merchant ☐ 43
- (4) Import agent ☐ 44
- (5) Export agent ☐ 45
- (6) Manufacturers' agent ☐ 46

Item 12 — KIND OF BUSINESS

Mark (X) the **ONE** box which best describes the **PRINCIPAL** kind of business of this establishment in 1987.

070

(Categories appropriate to individual form)

Item 13 — COMMODITY LINES

Report sales either in dollar figures (see example on page 1) or as a percent (in whole percents) of total sales (see example below). Report the fair sales value of merchandise marketed under capital, finance, or full payout leases and report the rental receipts derived in 1987 from merchandise under operating leases.

HOW TO REPORT PERCENTS

If figure is **38.76%** of total sales:

• Report whole percents

Not acceptable

Mil.	Thou.	Dol.	Per-
			cent
			39
			38.76

Commodity lines

Cen-
sus
use

Estimated sales during 1987

Mil.	Thou.	Dol.	Per-
			cent

(Categories appropriate to individual form)

NOTE

Answer item 14 only if your Census File Number (CFN), shown in the address label of this report form, begins with a zero.

Item 14 — OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION

a. Is this company owned or controlled by another company?

097 1 ☐ YES →
2 ☐ NO

ENTER OWNING OR CONTROLLING COMPANY NAME, ADDRESS, AND ZIP CODE

El No. (9 digits)

b. Does this company own or control any other company or companies?

098 1 ☐ YES →
2 ☐ NO

ENTER OWNED OR CONTROLLED COMPANY NAME, ADDRESS, AND ZIP CODE

El No. (9 digits)

c. How many establishments were operated under the El Number shown in the address label (or as corrected in item 1) at the end of 1987?

Number

079

If more than one, provide the physical location address and other information indicated below for each establishment. The headquarters location should be listed on line 1, followed by other locations. If book figures are not available, estimates are acceptable. Continue with same format on a separate sheet if necessary.

NAME, ADDRESS, AND ZIP CODE	1987	Mil.	Thou.	Dol.
		081		
1	Sales			
	Annual payroll	082		
KIND-OF-BUSINESS DESCRIPTION		088		
	TYPE OF OPERATION (Choose from Item 11)		089	
NAME, ADDRESS, AND ZIP CODE	1987	Mil.	Thou.	Dol.
		081		
2	Sales			
	Annual payroll	082		
KIND-OF-BUSINESS DESCRIPTION		088		
	TYPE OF OPERATION (Choose from Item 11)		089	

Please attach a separate sheet for any explanations that may be essential in understanding your reported data.

REMARKS — Please use this space for any explanations that may be essential in understanding your reported data.

Item 15 — CERTIFICATION — This report is substantially accurate and has been prepared in accordance with instructions.

Period covered by this report →	FROM: Mo. Year	TO: Mo. Year
Name of person to contact regarding this report — Print or type		
Telephone →	Area code	Number
Signature of authorized person		Date

APPENDIX C.

Kind-of-Business Titles and Reporting-Form Numbers

[Listed below are wholesale kind-of-business titles and their corresponding reporting-form numbers. Requests for copies of any of these forms, including the inquiries used to classify establishment by kind of business, should be directed to the Business Division, Bureau of the Census, Washington, DC 20233]

1987 SIC code	Title	Standard form CB-	Short form CB-	1987 SIC code	Title	Standard form CB-	Short form CB-
	DURABLE GOODS				DURABLE GOODS—Con.		
501	Motor vehicles and motor vehicle parts and supplies:			509	Miscellaneous durable goods:		
5012	Automobiles and other motor vehicles	5012	5003	5091	Sporting and recreational goods and supplies	5041	5003
5013	Motor vehicle supplies and new parts	5013	5003	5092	Toys and hobby goods and supplies	5041	5003
5014	Tires and tubes	5013	5003	5093	Scrap and waste materials	5093	5003
5015	Motor vehicle parts, used	5013	5003	5094	Jewelry, watches, precious stones, and precious metals	5094	5003
				5099	Durable goods, n.e.c.	5099	5003
					NONDURABLE GOODS		
502	Furniture and homefurnishings:			511	Paper and paper products:		
5021	Furniture	5021	5001	5111	Printing and writing paper	5111	5102
5023	Homefurnishings	5021	5001	5112	Stationery and office supplies	5111	5102
				5113	Industrial and personal service paper	5111	5102
503	Lumber and other construction materials:			512	Drugs, drug proprietaries, and druggists' sundries:		
5031	Lumber, plywood, millwork, and wood panels	5031	5001	5122	Drugs, drug proprietaries, and druggists' sundries	5122	5102
5032	Brick, stone, and related construction materials	5031	5001				
5033	Roofing, siding, and insulation materials	5031	5001	513	Apparel, piece goods, and notions:		
5039	Construction materials, n.e.c.	5031	5001	5131	Piece goods, notions, and other dry goods	5133	5102
				5136	Men's and boys' clothing and furnishings	5136	5102
504	Professional and commercial equipment and supplies:			5137	Women's, children's and infants' clothing and accessories	5136	5102
5043	Photographic equipment and supplies	5041	5003	5139	Footwear	5136	5102
5044	Office equipment	5081	5002				
5045	Computers and computer peripheral equipment and software	5081	5002	514	Groceries and related products:		
5046	Commercial equipment, n.e.c.	5081	5002	5141	Groceries, general line	5141	5101
5047	Medical, dental, and hospital equipment and supplies	5086	5002	5142	Packaged frozen foods	5142	5101
5048	Ophthalmic goods	5086	5002	5143	Dairy products, except dried or canned	5143	5101
5049	Professional equipment and supplies, n.e.c.	5086	5002	5144	Poultry and poultry products	5144	5101
				5145	Confectionery	5145	5101
505	Metals and minerals, except petroleum:			5146	Fish and seafoods	5146	5101
5051	Metals service centers and offices	5051	5003	5147	Meats and meat products	5147	5101
5052	Coal and other minerals and ores	5052	5003	5148	Fresh fruits and vegetables	5148	5101
				5149	Groceries and related products, n.e.c.	5141	5101
506	Electrical goods:			515	Farm-product raw materials:		
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	5063	5001	5153	Grain and field beans	5152	5103
				5154	Livestock	5154	5103
5064	Electrical appliances, television and radio sets	5063	5001	5159	Farm-product raw materials, n.e.c.	5152	5103
5065	Electronic parts and equipment, n.e.c.	5063	5001				
				516	Chemicals and allied products:		
507	Hardware, and plumbing and heating equipment and supplies:			5162	Plastics materials and basic forms and shapes	5161	5102
5072	Hardware	5072	5001	5169	Chemicals and allied products, n.e.c.	5161	5102
5074	Plumbing and heating equipment and supplies (hydronics)	5072	5001				
5075	Warm air heating and air-conditioning equipment and supplies	5072	5001	517	Petroleum and petroleum products:		
5078	Refrigeration equipment and supplies	5072	5001	5171	Petroleum bulk stations and terminals	5171	1NA
				5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	5171	1NA
508	Machinery, equipment, and supplies:			518	Beer, wine, and distilled alcoholic beverages:		
5082	Construction and mining (except petroleum) machinery and equipment	5082	5002	5181	Beer and ale	5181	5103
				5182	Wine and distilled alcoholic beverages	5181	5103
5083	Farm and garden machinery and equipment	5083	5002				
5084	Industrial machinery and equipment	5084	5002	519	Miscellaneous nondurable goods:		
5085	Industrial supplies	5085	5002	5191	Farm supplies	5191	5102
5087	Service establishment equipment and supplies	5087	5002	5192	Books, periodicals, and newspapers	5199	5102
5088	Transportation equipment and supplies, except motor vehicles	5088	5002	5193	Flowers, nursery stock, and florists' supplies	5199	5102
				5194	Tobacco and tobacco products	5194	5102
				5198	Paints, varnishes, and supplies	5198	5102
				5199	Nondurable goods, n.e.c.	5199	5102

¹Petroleum wholesalers were all sent form CB-5171.



APPENDIX D. Metropolitan Statistical Areas

[Titles and definitions shown for MSA's, PMSA's, and CMSA's are those established by the Office of Management and Budget, as of June 30, 1987]

SOUTH DAKOTA

Rapid City, SD MSA

Pennington County, SD

Sioux Falls, SD MSA

Minnehaha County, SD



APPENDIX E.

Percent of Sales Data Based on Administrative Records and Estimation for the State: 1987

[For meaning of abbreviations and symbols and for more information on reliability of data, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, see appendix A]

1987 SIC code	Kind of business	Percent of sales†—		1987 SIC code	Kind of business	Percent of sales†—	
		From administra- tive records¹	Estimated²			From administra- tive records¹	Estimated²
	Wholesale trade -----	0	1		Wholesale trade—Con.		
50	Durable goods -----	0	0	50	Durable goods—Con.		
501	Motor vehicles and motor vehicle parts and supplies -----	1	0	509	Miscellaneous durable goods -----	0	0
5012	Automobiles and other motor vehicles -----	0	0	5091	Sporting and recreational goods and supplies -----	(D)	(D)
5013	Motor vehicle supplies and new parts -----	1	1	5092	Toys and hobby goods and supplies -----	(D)	(D)
5014	Tires and tubes -----	0	0	5093	Scrap and waste materials -----	4	1
5015	Motor vehicle parts, used -----	0	1	5094	Jewelry, watches, precious stones, and precious metals -----	(D)	(D)
				5099	Durable goods, n.e.c. -----	(D)	(D)
502	Furniture and homefurnishings -----	0	0	51	Nondurable goods -----	0	1
5021	Furniture -----	0	0	511	Paper and paper products -----	0	0
5023	Homefurnishings -----	1	0	5111	Printing and writing paper -----	(D)	(D)
503	Lumber and other construction materials -----	0	0	5112	Stationery and office supplies -----	0	0
5031	Lumber, plywood, millwork, and wood panels -----	0	0	5113	Industrial and personal service paper -----	(D)	(D)
5032	Brick, stone, and related construction materials -----	0	0	512	Drugs, drug proprietaries, and druggists' sundries -----	0	1
5033	Roofing, siding, and insulation materials -----	(D)	(D)	5122	Drugs, drug proprietaries, and druggists' sundries -----	0	1
5039	Construction materials, n.e.c. -----	(D)	(D)	513	Apparel, piece goods, and notions -----	(D)	(D)
504	Professional and commercial equipment and supplies -----	0	0	5131	Piece goods, notions, and other dry goods -----	0	0
5043	Photographic equipment and supplies -----	(D)	(D)	5136	Men's and boys' clothing and furnishings -----	(D)	(D)
5044	Office equipment -----	1	1	5137	Women's, children's and infants' clothing and accessories -----	(D)	(D)
5045	Computers and computer peripheral equipment and software -----	0	0	5139	Footwear -----	0	0
5046	Commercial equipment, n.e.c. -----	1	0	514	Groceries and related products -----	0	0
5047	Medical, dental, and hospital equipment and supplies -----	0	1	5141	Groceries, general line -----	(D)	(D)
5048	Ophthalmic goods -----	(D)	(D)	5142	Packaged frozen foods -----	0	0
5049	Professional equipment and supplies, n.e.c. -----	0	0	5143	Dairy products, except dried or canned -----	0	1
505	Metals and minerals, except petroleum -----	2	0	5144	Poultry and poultry products -----	(D)	(D)
5051	Metals service centers and offices -----	(D)	(D)	5145	Confectionery -----	0	0
5052	Coal and other minerals and ores -----	(D)	(D)	5146	Fish and seafoods -----	(D)	(D)
506	Electrical goods -----	0	1	5147	Meats and meat products -----	0	0
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	0	2	5148	Fresh fruits and vegetables -----	(D)	(D)
5064	Electrical appliances, television and radio sets -----	0	0	5149	Groceries and related products, n.e.c. -----	0	0
5065	Electronic parts and equipment, n.e.c. -----	0	0	515	Farm-product raw materials -----	0	1
507	Hardware, and plumbing and heating equipment and supplies -----	0	1	5153	Grain and field beans -----	0	1
5072	Hardware -----	(D)	(D)	5154	Livestock -----	0	1
5074	Plumbing and heating equipment and supplies (hydronics) -----	0	1	5159	Farm-product raw materials, n.e.c. -----	0	0
5075	Warm air heating and air-conditioning equipment and supplies -----	0	2	516	Chemicals and allied products -----	(D)	(D)
5078	Refrigeration equipment and supplies -----	(D)	(D)	5162	Plastics materials and basic forms and shapes -----	(D)	(D)
508	Machinery, equipment, and supplies -----	1	0	5169	Chemicals and allied products, n.e.c. -----	0	1
5082	Construction and mining (except petroleum) machinery and equipment -----	2	0	517	Petroleum and petroleum products -----	1	1
5083	Farm and garden machinery and equipment -----	1	0	5171	Petroleum bulk stations and terminals -----	1	1
5084	Industrial machinery and equipment -----	0	0	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	3	0
5085	Industrial supplies -----	0	1	518	Beer, wine, and distilled alcoholic beverages -----	1	0
5087	Service establishment equipment and supplies -----	(D)	(D)	5181	Beer and ale -----	3	0
5088	Transportation equipment and supplies, except motor vehicles -----	(D)	(D)	5182	Wine and distilled alcoholic beverages -----	0	0
				519	Miscellaneous nondurable goods -----	0	1
				5191	Farm supplies -----	1	2
				5192	Books, periodicals, and newspapers -----	0	0
				5193	Flowers, nursery stock, and florists' supplies -----	(D)	(D)
				5194	Tobacco and tobacco products -----	0	0
				5198	Paints, varnishes, and supplies -----	(D)	(D)
				5199	Nondurable goods, n.e.c. -----	0	0

‡ Coverage symbols: 0—Less than 10 percent; 1—10 to 19 percent; 2—20 to 29 percent; 3—30 to 39 percent; 4—40 to 49 percent; 5—50 to 59 percent; 6—60 to 69 percent; 7—70 to 79 percent; 8—80 to 89 percent; 9—90 percent or more.

¹Includes sales information obtained from administrative records of other Federal agencies.

²Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.



APPENDIX F. Geographic Notes

SOUTH DAKOTA

Sloux Falls is in Lincoln and Minnehaha Counties.



APPENDIX G.

Establishments in Business Any Time During Year and Establishments in Business at End of Year Based on 1972 Standard Industrial Classifications for the State: 1987 and 1982

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business—			
			Any time during year		At end of year	
			1987	1982	1987	1982
		Wholesale trade	1 783	1 889	1 698	1 803
		Durable goods	806	808	774	776
50		Motor vehicles and automotive parts and supplies	161	148	153	140
501		Automobiles and other motor vehicles	21	28	18	27
5012	5012	Automotive parts and supplies	128	110	123	105
5013	5013	Motor vehicle supplies and new parts	113	103	109	98
5013 pt.	5015 pt.	Motor vehicle parts, used	15	7	14	7
5014	5014	Tires and tubes	12	10	12	8
502		Furniture and homefurnishings	16	14	15	13
5021	5021	Furniture	8	7	8	7
5023	5023	Homefurnishings	8	7	7	6
503		Lumber and other construction materials	44	48	40	45
5031	5031	Lumber, plywood, millwork, and wood panels	19	22	19	20
5039		Construction materials, n.e.c.	25	26	21	25
	5032	Brick, stone, and related construction materials	9	6	8	6
	5033	Roofing, siding, and insulation materials	6	6	4	6
	5039	Construction materials, n.e.c.	10	14	9	13
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	18	15	15	13
5041	5091	Sporting and recreational goods and supplies	10	7	10	6
5042	5092	Toys and hobby goods and supplies	7	6	5	5
5043	5043	Photographic equipment and supplies	1	2	-	2
505		Metals and minerals, except petroleum	8	8	6	8
5051	5051	Metals service centers and offices	7	8	6	8
5052	5052	Coal and other minerals and ores	1	-	-	-
506		Electrical goods	63	61	59	57
5063		Electrical apparatus and equipment, wiring supplies, and construction materials ..	38	38	36	36
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials ..	32	-	31	-
	5065 pt.	Electronic parts and equipment, n.e.c.	2	-	2	-
	5084 pt.	Industrial machinery and equipment	4	-	3	-
5064	5064	Electrical appliances, television and radio sets	8	7	6	7
5065	5065 pt.	Electronic parts and equipment, n.e.c.	17	16	17	14
507		Hardware, and plumbing and heating equipment and supplies	67	63	67	63
5072	5072	Hardware	10	9	10	9
5074	5074	Plumbing and heating equipment and supplies (hydronics)	39	38	39	38
5075	5075	Warm air heating and air-conditioning equipment and supplies	15	12	15	12
5078	5078	Refrigeration equipment and supplies	3	4	3	4
508		Machinery, equipment, and supplies	392	419	382	406
5081		Commercial machines and equipment	60	48	58	46
	5044	Office equipment	33	-	31	-
	5045	Computers and computer peripheral equipment and software	19	-	19	-
	5046	Commercial equipment, n.e.c.	8	8	8	7
5082	5082	Construction and mining (except petroleum) machinery and equipment	23	22	23	21
5083	5083	Farm and garden machinery and equipment	210	258	202	251
5084	5084 pt.	Industrial machinery and equipment	30	26	30	24
5085	5085	Industrial supplies	15	10	15	10
5086		Professional equipment and supplies	32	30	32	30
	5047	Medical, dental, and hospital equipment and supplies	10	7	10	7
	5048	Ophthalmic goods	8	8	8	8
	5049	Professional equipment and supplies, n.e.c.	14	15	14	15
5087	5087	Service establishment equipment and supplies	20	22	20	21
5088	5088	Transportation equipment and supplies, except motor vehicles	2	3	2	3
509		Miscellaneous durable goods	37	32	37	31
5093	5093	Scrap and waste materials	20	24	20	23
5094	5094	Jewelry, watches, precious stones, and precious metals	5	2	5	2
5099	5099 pt.	Durable goods, n.e.c.	12	6	12	6
51		Nondurable goods	977	1 081	924	1 027
511		Paper and paper products	31	27	29	27
5111	5111	Printing and writing paper	4	6	4	8
5112	5112	Stationery and office supplies	21	17	20	17
5113	5113	Industrial and personal service paper	6	4	5	4

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business—			
			Any time during year		At end of year	
			1987	1982	1987	1982
51		Nondurable goods—Con.				
512		Drugs, drug proprietaries, and druggists' sundries	5	4	5	4
5122	5122	Drugs, drug proprietaries, and druggists' sundries	5	4	5	4
513		Apparel, piece goods, and notions	3	4	3	4
5133	5131 pt.	Piece goods	—	—	—	—
5134	5131 pt.	Notions and other dry goods	—	—	—	—
5136	5136	Men's and boys' clothing and furnishings	2	2	2	2
5137	5137	Women's, children's, and infants' clothing and accessories	1	2	1	2
5139	5139	Footware	—	—	—	—
514		Groceries and related products	81	83	73	75
5141	5141	Groceries, general line	13	10	10	10
5142	5142	Packaged frozen foods	9	6	9	5
5143	5143	Dairy products, except dried or canned	17	22	14	16
5144	5144	Poultry and poultry products	7	13	7	13
5145	5145	Confectionery	9	5	7	5
5146	5146	Fish and seafoods	1	1	1	1
5147	5147	Meats and meat products	6	6	6	6
5148	5148	Fresh fruits and vegetables	3	3	3	3
5149	5149	Groceries and related products, n.e.c.	16	17	16	16
515		Farm-product raw materials	365	380	347	366
5152	5159 pt.	Cotton	—	—	—	—
5153	5153	Grain and field beans	281	294	271	285
5154	5154	Livestock	74	73	67	68
5159	5159 pt.	Farm-product raw materials, n.e.c.	10	13	9	13
516		Chemicals and allied products	20	14	19	14
5161		Chemicals and allied products	20	14	19	14
	5162	Plastics materials and basic forms and shapes	1	1	1	1
	5169	Chemicals and allied products, n.e.c.	19	13	18	13
517		Petroleum and petroleum products	204	283	200	264
5171	5171	Petroleum bulk stations and terminals	187	238	183	222
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	17	45	17	42
518		Beer, wine, and distilled alcoholic beverages	30	40	28	40
5181	5181	Beer and ale	25	33	23	33
5182	5182	Wine and distilled alcoholic beverages	5	7	5	7
519		Miscellaneous nondurable goods	238	246	220	233
5191	5191	Farm supplies	167	193	156	181
5194	5194	Tobacco and tobacco products	7	12	7	12
5198	5198	Paints, varnishes and supplies	10	8	10	8
5199		Nondurable goods, n.e.c.	54	33	47	32
	5099 pt.	Durable goods, n.e.c.	4	—	2	—
	5192	Books, periodicals, and newspapers	16	5	16	5
	5193	Flowers, nursery stock, and florists' supplies	4	4	3	4
	5199	Nondurable goods, n.e.c.	30	—	26	—

APPENDIX H.

Changes in Wholesale Trade Kind-of-Business Classifications for 1987

[Based on revisions to the Standard Industrial classification (SIC) Manual, definitions of some kinds of business were changed for 1987. The significant changes in SIC codes from 1972 to 1987 are listed below. For industries other than those listed, the SIC definitions are the same as those used since 1972, or contain only minor revisions affecting the classification of few, if any, establishments]

1987 SIC (used for 1987 census reports)

1972 SIC (used for 1972, 1977, and 1982 census reports)

Code	Title	Code	Title
5013	Motor vehicle supplies and new parts	5013 pt.	Automotive parts and supplies (except used)
5015	Motor vehicle parts, used	5013 pt. 5931 pt.	Used automotive parts, equipment and supplies (wholesale) Used automotive parts, equipment and supplies (retail)
5023	Home furnishings ¹	5023	Home furnishings ¹
5032	Brick, stone, and related construction materials	5039	Construction materials, n.e.c.
5033	Roofing, siding, and insulation materials		
5039	Construction materials, n.e.c.		
5044	Office equipment	5081	Commercial machines and equipment
5045	Computers and computer peripheral equipment and software		
5046	Commercial equipment, n.e.c.		
5047	Medical, dental, and hospital equipment and supplies	5086	Professional equipment and supplies
5048	Ophthalmic goods		
5049	Professional equipment and supplies, n.e.c.		
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	5063 pt.	Electrical apparatus and equipment, wiring supplies, and construction materials ²
5065	Electronic parts and equipment, n.e.c.	5065 5063 pt.	Electronic parts and equipment Electrical apparatus and equipment, wiring supplies, and construction materials ³
5082	Construction and mining (except petroleum) machinery and equipment ¹	5082	Construction and mining machinery and equipment
5084	Industrial machinery and equipment	5084 5063 pt.	Industrial machinery and equipment Electrical apparatus and equipment, wiring supplies and construction materials ⁴
5091	Sporting and recreational goods and supplies ¹	5041	Sporting and recreational goods and supplies
5092	Toys and hobby goods and supplies ¹	5042	Toys and hobby goods and supplies
5094	Jewelry, watches, precious stones, and precious metals ¹	5094	Jewelry, watches, diamonds, and other precious stones ¹
5099	Durable goods, n.e.c.	5099 5199 pt.	Durable goods, n.e.c. Nondurable goods, n.e.c. ⁵
5112	Stationery and office supplies ¹	5112	Stationery supplies ¹
5131	Piece goods, notions, and other dry goods	5133 5134	Piece goods (woven fabrics) Notions and other dry goods
5142	Packaged frozen foods ¹	5142	Frozen foods ¹
5143	Dairy products, except dried or canned ¹	5143	Dairy products ¹
5153	Grain and field beans ¹	5153	Grain ¹
5159	Farm-product raw materials, n.e.c.	5152 5159	Cotton Farm-product raw materials, n.e.c.
5162	Plastics materials and basic forms and shapes	5161	Chemicals and allied products
5169	Chemicals and allied products, n.e.c.		
5192	Books, periodicals, and newspapers	5199	Nondurable goods, n.e.c. ⁶
5193	Flowers, nursery stock, and florists' supplies		
5199	Nondurable goods, n.e.c.		

¹No change in content.

²Excluding electrical communications equipment now in SIC 5065 and electrical measuring and testing equipment now in SIC 5084.

³Electrical communications equipment part only, now in SIC 5065.

⁴Electrical measuring and testing equipment part only, now in SIC 5084.

⁵General merchandise, durable part only, now in SIC 5099.

⁶All of SIC 5199 except durable goods general merchandise wholesalers. In 1972, all general merchandise wholesalers were in SIC 5199, for 1987 general merchandise wholesalers selling primarily durable goods were moved to SIC 5099.

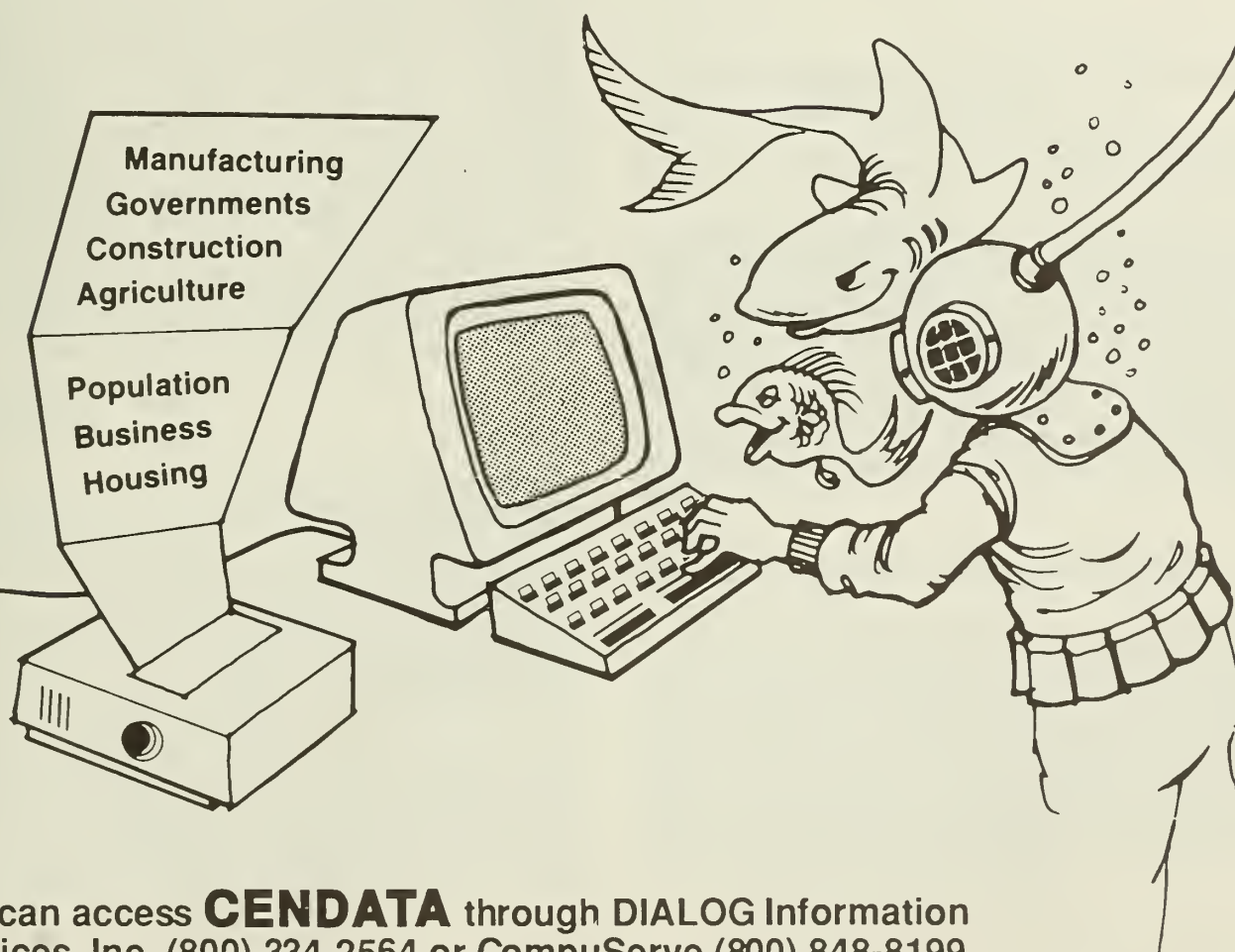


WHAT'S YOUR LINE?

It's ONLINE!

NOW whatever you do, wherever you go, we've got data for you.
In more depth than ever—

CENDATA™—the Census Bureau's online system—instantly provides the facts you need for decisions in virtually every area. It covers everything from ingots to elections, from rental vacancies to retail sales, from median family income to milk cows in Minnesota.



You can access **CENDATA** through DIALOG Information Services, Inc. (800) 334-2564 or CompuServe (800) 848-8199. Or call the Census Bureau on (301) 763-2074 for more information.

Now key statistics are just a phone call away.

INVESTIGATING JOURNAL CASE 1

15.2 CHAPTER 15

15.2 CHAPTER 15

15.2 CHAPTER 15

15.2 CHAPTER 15

15.2 CHAPTER 15

15.2 CHAPTER 15

PUBLICATION PROGRAM

1987 CENSUS OF WHOLESALE TRADE

Publications of the 1987 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publications order forms for the specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233. The first results were issued in press releases. Final detailed statistics are issued in separate paperbound reports.

Final Reports

Geographic area series—52 reports (WC87-A-1 to -52)

A separate paperbound report is being published for each State, the District of Columbia, and the United States. Each report presents general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventories for all establishments with payroll. At the State level, data also are presented separately for the following types of wholesale operation: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, and commission merchants. Less type-of-operation detail is shown below the State level. For States, MSA's, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail). For each State, the District of Columbia, and the United States, 1982 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1982 and 1987 also are shown by kind of business.

Subject series—4 reports (WC87-S-1 to 4)

The first report (WC87-S-1) presents data based on size of establishment, size of company or firm (firm size is based on all establishments operated by a firm within the same kind of business or kind-of-business group for which data are presented), and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms, by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, and employment for the United States.

A report (WC87-S-2) on measures of value produced, capital expenditures, depreciable assets, and operating expenses presents data for the United States by major kinds of business. Data also are provided on sales, purchases, and beginning and ending inventories. Measures of value produced include gross margin,

value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc.

The commodity line sales report (WC87-S-3) presents data on major categories of commodities sold by wholesale kinds of business for the United States. Data for 15 selected MSA's and 15 selected States will be issued on microfiche only. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and, for establishments actually handling a specific line, the percentage of their total sales represented by sales of that line. Summary statistics also are provided for the broad commodity line categories, including counts of establishments and the amount and percent of the line sold by various kinds of wholesale businesses.

A miscellaneous subjects report (WC87-S-4) contains data by kind of business on employment by principal activity, sales by class of customer, inventory valuation methods, commissions and gross selling value of business conducted for others by agents and brokers, and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and, for petroleum bulk stations and terminals, for States and counties.

Microfiche

Every final published report in the 1987 Census of Wholesale Trade will be available on microfiche.

Public-Use Computer Tapes and Compact Discs

Selected data also are available on public-use computer tapes and compact discs-read only memory (CD-ROM). For the selected data, these tapes and discs will provide the same information found in the final reports as well as additional information not published in the final reports, such as commodity line sales data for States (WC87-S-3). Computerized data products are available for users who wish to summarize, rearrange, or process large amounts of data. These products, with corresponding technical documentation, are sold by Data User Services Division, Customer Services (Tapes), Bureau of the Census, Washington, DC 20233.

OTHER ECONOMIC CENSUSES REPORTS

Data on retail trade, service industries, construction industries, manufactures, mineral industries, transportation, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1987 Economic Censuses. A separate series of reports covers the censuses of outlying areas—Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233.

CB/Bureau of the Census Library



5 0673 01048577 2